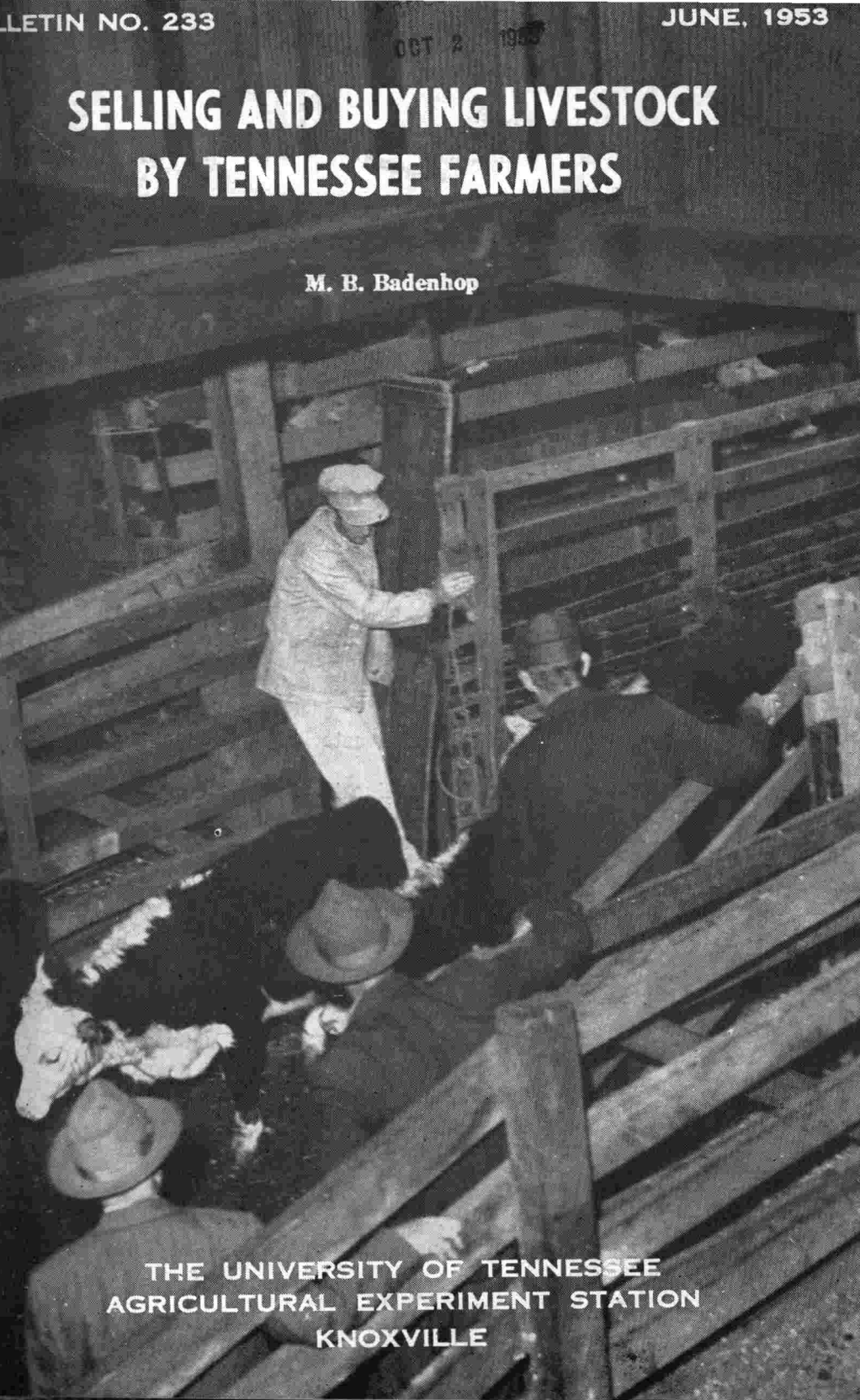
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SELLING AND BUYING LIVESTOCK BY TENNESSEE FARMERS

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TABLE OF CONTENTS

	Page
Introduction	1
Types of Markets and Agencies Defined	3
Importance and Characteristics of Livestock Sold and Bought	4
Density of Livestock Production for Market	4
Market Class of Livestock Sold	5
Age of Livestock Sold	6
Classes of Livestock Bought	7
Relationship of Purchases to Sales	7
Seasonality of Livestock Marketings	8
Markets Used by Farmers	10
Markets Used When Selling Livestock	10
Markets Used When Buying Livestock	12
Movement of Livestock to Market	13
Reasons for Choice of Market	14
Marketing Practices of Farmers	15
Selling Methods and Practices	15
Relationship of Livestock Sales to Various Factors	20
Buying Methods and Practices	23
Other Related Practices	24
Summary	26
Appendix	28

SELLING AND BUYING LIVESTOCK BY TENNESSEE FARMERS *

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INTRODUCTION

The sale of livestock and livestock products, including dairy products and poultry and eggs, from Tennessee farms has shown a steady increase since 1925. For the period 1925-29, livestock and livestock products accounted for an average of 41 percent of the total cash farm income of Tennessee farmers, but increased to 48 percent of the total for the period, 1945-49. In 1951, it represented 54 percent of the total.[1] Of the cash farm income derived from the sale of livestock and livestock products in 1951, 36 percent came from cattle and calves, 25 percent from dairy products, 22 percent from hogs, 14 percent from poultry and poultry products, two percent from sheep and lambs, and one percent from other sources. Average cash income per farm from the sale of livestock and livestock products in 1951 was $1,204. To this amount, sales from cattle and calves contributed $429; hogs, $265; and sheep and lambs, $20.[2]

Production and marketing of all cattle has increased more in recent years than production and marketing of the other classes of livestock. The January estimate of 1953 indicates 1,774,000 cattle and calves on Tennessee farms which is a record high. Current numbers represent an increase of 116,000 head over the 1952 estimate, and an increase of 326,000 over the average number for the 1941-52 period. The principal gain in cattle numbers has been in cattle other than for milk. Milk cows and milk heifers two years old and over comprised 38 percent of the cattle and calf population in 1952, compared with 44 percent during the 1941-52 period.[3] Hog

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

[1] United States Department of Agriculture, Bureau of Agricultural Economics, Washington, D. C., "Cash Receipts from Farming, 1924-44," and "Farm Income Situation," June-July 1952.

[2] Based on the 1950 Census of Agriculture of 231,631 farms.

[3] Agricultural Trends in Tennessee, Tennessee Department of Agriculture cooperating with B.A.E., U.S.D.A., Nashville, Tennessee, August 1952, and Release No. 1334, Tennessee Livestock on Farms, February 17, 1953.

numbers during the most recent five-year period averaged 1,332,000 head per year compared with an average of 1,054,000 during the 1925-29 period. The trend has been slightly upward. Trend in sheep numbers in the state has been slightly downward in the last two decades with the latest five-year average being 273,000 per year.

A favorable setting for this increase in livestock production, particularly beef cattle, has been provided by increased industrialization during recent years in the state resulting in a decreased farm labor supply and an improvement in consumer purchasing power. Also, there has been a decline in acreage of some of the major crops with accompanying higher yields, particularly with corn and cotton. The development of pastures and forage crops better adapted to the climate and soil have been accomplished. More widespread improvement of permanent pastures, plus some expansion, and an accompanying increase in livestock production is likely to continue. With an increased emphasis on livestock production, the need for greater attention to selling and buying practices and marketing outlets used by farmers has developed.

In recognition of this need, this study of livestock marketing practices and marketing outlets was made. Specific objectives of the study were: (1) to determine the density of livestock production for market, and the market classes and ages of livestock marketed by seasons; (2) to determine the types and relative importance of marketing outlets used by farmers; and (3) to ascertain existing marketing practices of farmers and major problems that result from them.

Results of the study have been tabulated on a marketing area basis (Figure 1).[4] Although area data should not be considered

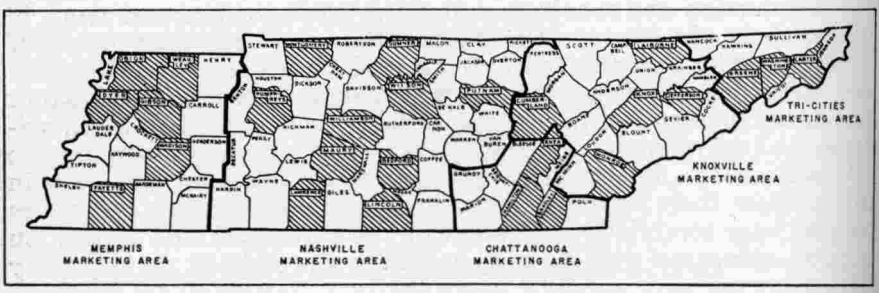


Figure 1.—Marketing areas of Tennessee and counties selected for sampling purposes, 1951.

[4] Data described were collected for the year 1951. The State was divided into five major marketing areas based on established wholesale and retail trade areas. The marketing areas were sampled on the basis of the value of livestock sold, excluding dairy and poultry products. Counties were selected for sampling purposes within each marketing area. A total of 27 counties was selected in the sample plan. In addition, all major type-of-farming areas were represented. Each county was divided into sample blocks approximately three miles square, and within each county two blocks were selected at random from which enumerators obtained records from livestock producers. Insofar as possible 10 records were obtained in each county. As many of the 10 records as possible were obtained from one block before moving to the second block. In a few cases a third block had to be selected. In some counties, particularly the mountainous ones, sample blocks had to be drawn from areas where livestock were produced. Records were obtained from 275 farmers who either sold and/or bought livestock in 1951.

strictly typical of conditions within each area, they can be considered indicative of conditions on an area basis. An exception is made for sheep and lambs. Sales and purchases were not reported in sufficient numbers in the Memphis and East Tennessee marketing areas to provide an adequate sample for these areas, however, data for the Nashville marketing area appear adequate.[5]

Types of Markets and Agencies Defined

Lack of uniformity in terms applied to different types of markets tends to be confusing. It seems desirable, therefore, to define and characterize briefly each type of market used in this study.

Auctions—Livestock auctions in some communities are referred to as sale barns, livestock auction agencies, community sales, and community auctions. The auction method of selling is characterized by having open public selling as well as open competitive bidding in contrast to private sales in which individual buyers and sellers attempt to negotiate a transaction. In December 1952, 54 auctions operated livestock sales in Tennessee. More than 90 percent of these operated weekly. This study does not include auction sales by purebred breeders.

Local Dealers—Local dealers in this report are characterized as independent operators who buy and sell livestock for profit. Some are also referred to as country dealers, country buyers, local buyers, trucker buyers, and in some sections as traders and scalpers. In parts of the state the term "pen-hooker" is also used. In West Tennessee some of the larger local dealers operate a concentration yard or assembly point where the livestock, particularly hogs, are asssembled in relatively large numbers. The livestock are received either daily or several days during the week for reshipment to other markets, principally St. Louis and Memphis.

Terminal Public Markets—The terminal public markets referred to in this report are Nashville and Memphis. Terminal public markets are trading centers where facilities are provided for receiving, caring for, and handling livestock; where several agencies operate; and where the privileges of buying and selling are available to all who wish to use them. The stockyard company neither buys nor sells livestock but furnishes and maintains physical facilities and assumes responsibility for yarding and feeding livestock. Actual selling and buying on order are usually entrusted to commission men or order buyers who act as agents for the seller or buyer.

Packing Plants — There were 90 licensed slaughterhouses, including packing plants, in Tennessee in 1951. Considerable differences in methods of buying livestock are found among these

[5] The U. S. Census of Agriculture for 1950 reports a total of 194,646 sheep and lambs sold from Tennessee farms principally concentrated in the Nashville marketing area which accounted for 87 percent of the total number sold. Sheep and lambs are not sold in important numbers in the other marketing areas, with the exception of Obion, Gibson, and Henry counties in the Memphis area, although a number of sheep and lamb sales are held during the year in the Memphis and Knoxville marketing areas. The most important sheep and lamb market is at Nashville.

agencies. It is a common practice in some communities of the state for packing plants and slaughterhouses to purchase livestock for slaughter direct from farmers who generally deliver the animals to the plant. Such agencies used by farmers in this study are referred to as packing plants.

Farmers—The sale of livestock by one farmer to another is common for breeding animals, dairy animals, and in some areas for stockers and feeders. Farmers also sell some slaughter animals to town patrons of frozen food locker plants.

Cooperative Associations—In this report cooperative associations have reference to cooperative lamb pools. Farmers who market their lambs through these associations pool their lambs at a designated place on given dates and sell at auction to interested buyers on a graded basis.

IMPORTANCE AND CHARACTERISTICS OF LIVESTOCK SOLD AND BOUGHT

Density of Livestock Production for Market

Data from the 1950 Census of Agriculture show that the Nashville marketing area produced approximately one-half of the cattle and calves sold, about 55 percent of the hogs and 87 percent of the sheep and lambs. The Memphis marketing area was the next most important area, supplying slightly more than a fourth of the cattle, nearly a fifth of the calves, 30 percent of the hogs, and six percent of the sheep and lambs sold (Table 1).

The proportion of farmers in Tennessee selling the different species of livestock was not very high. During 1950, one farmer out of every two sold calves; about one out of four sold cattle; two out of five sold hogs; and three out of 100 sold sheep or lambs.[6] Princi-

TABLE 1.—*Number of livestock sold annually in each marketing area, by species, Tennessee, 1950*

Marketing Area	Cattle Number	Calves Number	Hogs Number	Sheep and Lambs Number
Tri-Cities	22,551	52,973	47,720	4,979
Knoxville	38,223	69,932	112,275	6,124
Chattanooga	11,567	15,499	36,135	2,070
Nashville	129,530	189,808	752,489	169,690
Memphis	71,683	77,258	411,203	11,783
State	273,554	405,470	1,359,822	194,646
	Percent	Percent	Percent	Percent
Tri-Cities	8.2	13.1	3.5	2.6
Knoxville	14.0	17.2	8.3	3.1
Chattanooga	4.2	3.8	2.7	1.1
Nashville	47.4	46.8	55.3	87.2
Memphis	26.2	19.1	30.2	6.0
State	100.0	100.0	100.0	100.0

Source: U. S. Bureau of the Census, U. S. Department of Commerce, Washington, D. C., Census of Agriculture, Tennessee, 1950, Vol. I, pt. 20.

[6] U. S. Bureau of the Census, U. S. Department of Commerce, Washington, D. C., Census of Agriculture, Tennessee, 1950, Vol. I, pt. 20.

pal area variations noted were that a smaller percentage of farmers sold hogs in the East Tennessee marketing areas, and a higher percentage of the farmers sold sheep and lambs in the Nashville area than for the state as a whole.

Market Class of Livestock Sold

Slaughter animals were the most important market class of livestock sold by Tennessee farmers in 1951. Slaughter cattle and calves, excluding veal calves, accounted for 54 percent of all cattle marketed (Figure 2). Of the other classes of cattle sold, veal calves accounted for 24 percent; stocker and feeder cattle, 14 percent; and dairy and breeding animals, eight percent. Of all hogs sold, slaughter hogs comprised 86 percent, feeder hogs 12 percent, and breeding hogs only two percent. Ninety-four percent of all sheep and lambs sold were for slaughter.

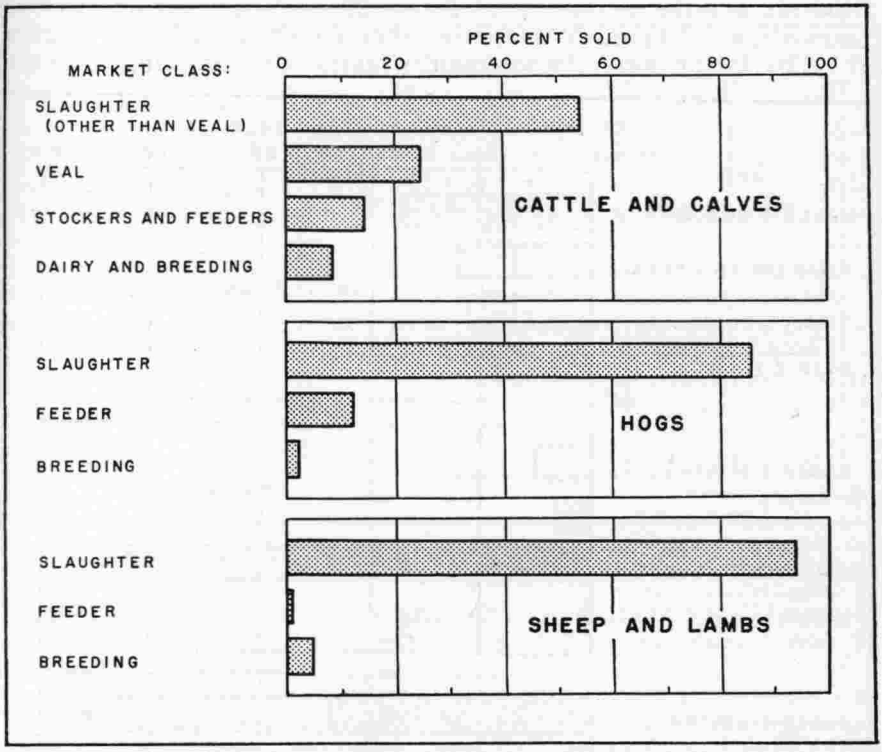


Figure 2.—Distribution by classes of the number of livestock sold by 275 Tennessee farmers, 1951.

Largest numbers of cattle and calves sold were reported in the Nashville and Memphis marketing area. The next most important areas were the Knoxville and Tri-Cities areas, while the least important area was Chattanooga (Appendix Table 1). Largest hog sales were reported in the Memphis and Nashville marketing areas.

Again the least important area was Chattanooga (Appendix Table 2). Nearly three-fourths of sheep and lamb sales were reported in the Nashville marketing area (Appendix Table 3).

Of all cattle sold, approximately two-fifths were sold as veal calves in the marketing areas of East Tennessee. In the Nashville area veal calves accounted for one-fifth of the total sales of all cattle and in the Memphis area only 14 percent. Slaughter cattle sales comprised 78 and 58 percent, respectively, for the Memphis and Nashville marketing areas. A greater proportion of all hogs marketed was sold as slaughter hogs in Middle and West Tennessee than in the market areas of East Tennessee.

Age of Livestock Sold

For Tennessee as a whole, 35 percent of the cattle and calves sold in 1951 were under six months of age. Twenty-four percent were from six months to one year of age, 22 percent from one to two years old, and 19 percent over two years old when marketed (Figure 3). The latter were predominantly dairy and breeding animals.

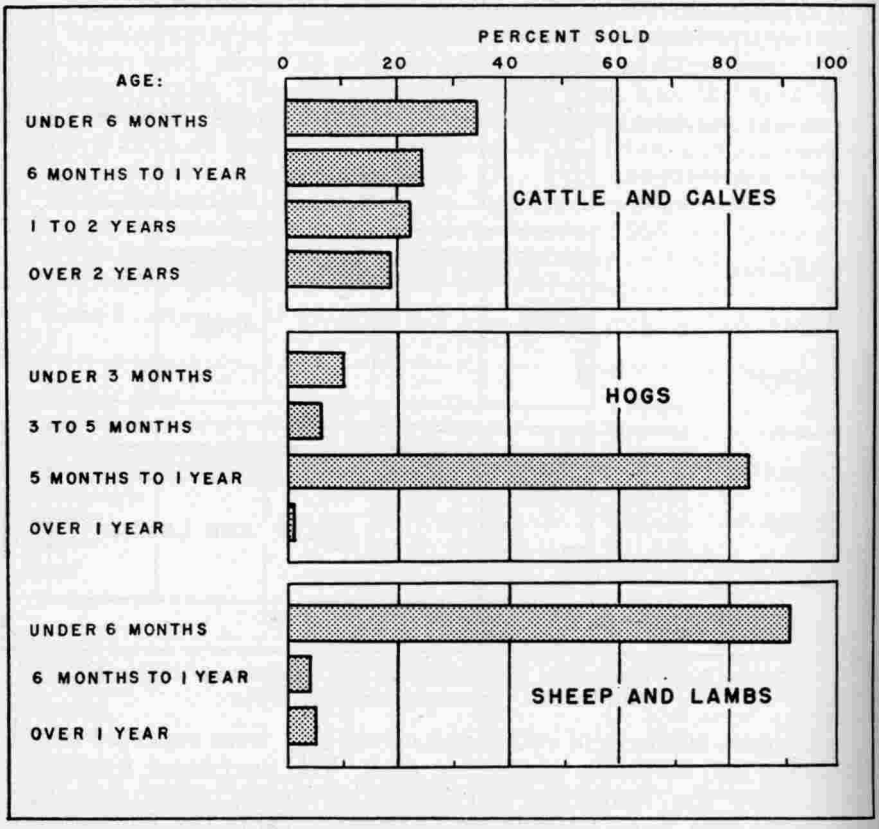


Figure 3.—Distribution by age groups of livestock sold by 275 Tennessee farmers, 1951.

Many of the older cattle sold represented those that were culled from the herd because of age or other undesirable characteristics.

For hogs, 83 percent were sold between the ages of five months and one year. Ten percent of the hogs were less than three months old when sold and six percent were sold between three and five months of age. Practically all the slaughter sheep and lambs sold in the state were under six months of age (Appendix Table 4).

Classes of Livestock Bought

Most of the livestock bought by Tennessee farmers consisted of stockers and feeders. In 1951, stocker and feeder cattle comprised two-thirds of all cattle bought. Dairy and breeding stock accounted for the remainder of all cattle purchases. Ninety-six percent of all hogs bought were feeder hogs (Figure 4). The areas where purchases were greatest coincide with areas of heaviest sales.

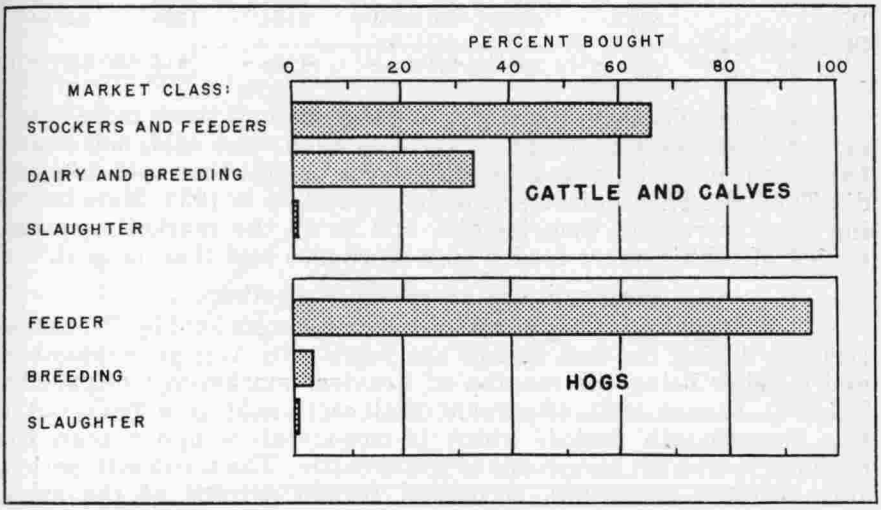


Figure 4.—Distribution by classes of livestock bought by 275 Tennessee farmers, 1951.

In 1951, the number of cattle and calves purchased was 39 percent of the number sold, and the number of hogs purchased was 21 percent of the number sold.

The purchase of animals for dairy and breeding purposes was more important in the Chattanooga and Knoxville marketing areas than in other areas (Appendix Table 5). Stocker and feeder cattle purchases were easily the most important class of cattle purchased in the Memphis area. Hogs purchased for breeding purposes were not reported in important numbers in any particular area.

Relationship of Purchases to Sales

The number of farmers who sold cattle and calves, hogs, and sheep and lambs in 1951 was more than twice the number who bought these animals. The number of cattle bought by farmers was

about two-fifths of the number sold, and the number of hogs bought was a little more than one-fifth of the amount sold (Table 2). Farmers purchased 34 percent of the number of sheep and lambs sold.

TABLE 2.—*Number of sample farmers buying and selling livestock, number of livestock bought and sold, and ratios of purchases to sales, Tennessee, 1951*

Species	Farmers Reporting			Livestock Bought and Sold		
	Selling	Buying	Ratio of Farmers Selling to Farmers Buying	Sold	Bought	Ratio of Livestock Sold to Livestock Bought
	Number	Number	Ratio	Number	Number	Ratio
Cattle and calves	254	150	1.7 to 1	3591	1386	2.6 to 1
Hogs	167	47	3.6 to 1	6154	1326	4.6 to 1
Sheep and lambs	35	13	2.7 to 1	1228	414	3.0 to 1

During 1951 there were over one and one-half times more stocker and feeder cattle bought by farmers than were sold, and nearly two-thirds more dairy and breeding cattle bought than sold. (Appendix Table 6). This indicates some herd build-up in 1951. More breeding hogs were sold than bought, and in all the marketing areas, except Memphis, more feeder hogs were also sold than bought.[7]

Seasonality of Livestock Marketings

The largest numbers of cattle and calves were sold by Tennessee farmers during the last half of the year, with August, September, and October being the months of heaviest marketings (Appendix Table 7). During 1951, 46 percent of all cattle sold were marketed in this three-month period, which is considerably higher than the national to-market movement of grass cattle. The six-month period, July through December, accounted for 66 percent of the sales. Marketings were rather uniform during the first half of the year. Seasonal variations by age groups were about the same as for all cattle. Calves, under six months of age, however, were marketed in relatively greater numbers during the first half of the year than were all cattle. A large proportion of the cattle over two years of age was sold in September and October.

Since most of the cattle sold were reported to be slaughter cattle, seasonal variations for this class were about the same as for all cattle (Figure 5). There was somewhat more variation among stockers and feeders. Less than one-fourth of the cattle of this class were sold in the first half of the year, but 60 percent of the movement was reported in the three-month period of August, September, and October. The high peak movement of feeders in

[7] Data on purchases and sales does not include transactions at auction sales by purebred breeders or privately negotiated sales for purebred livestock. Out-of-state purchases and sales for all livestock, except purebred stock, are included.

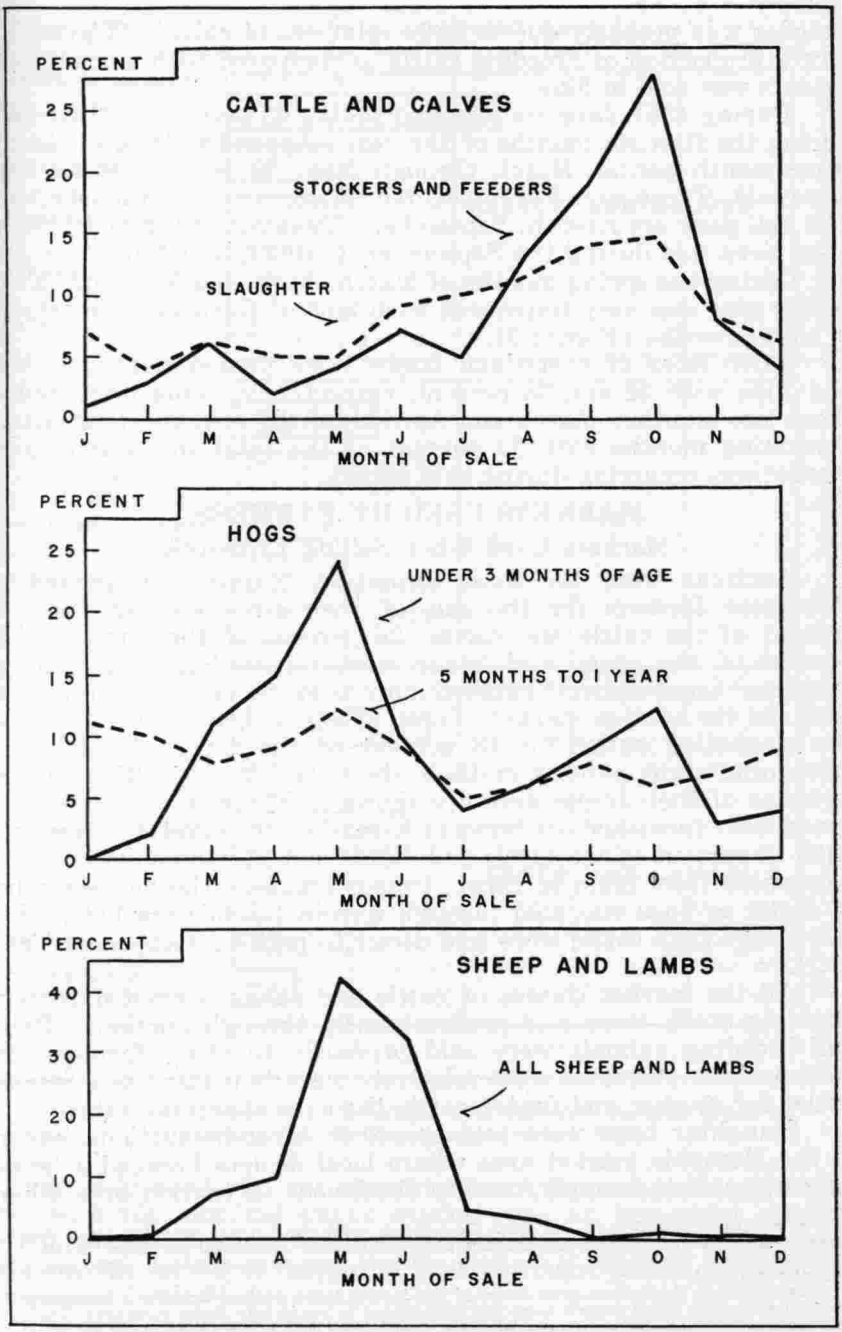


Figure 5.—Distribution by selected classes and ages of livestock sold each month by 275 Tennessee farmers, 1951.

October was probably due to large numbers of calves off grass. A larger proportion of breeding cattle as compared with stockers and feeders was sold in May.

During 1951, farmers reported selling 59 percent of their hogs during the first six months of the year (Appendix Table 7). In the three-month period, March through May, 32 percent of all hogs were sold. These months represented the spring peak of marketings. The fall peak occurred in September. Twenty-three percent of all hogs were sold during the September, October, and November period. During the spring months of March, April, and May, the sale of feeder pigs was very important with half of them being marketed in these months (Figure 5).

Farm sales of sheep and lambs were predominantly in May and June with 42 and 33 percent, respectively, being marketed in those two months. March and April were the next most important marketing months with 17 percent of the total sheep and lambs marketings occurring during this period.

MARKETS USED BY FARMERS

Markets Used When Selling Livestock

Auctions were the most important market outlet used by Tennessee farmers for the sale of their livestock. In 1951, 48 percent of the cattle and calves, 26 percent of the hogs, and 34 percent of the sheep and lambs were reported as sold through auctions. Local dealers[8] handled more hogs, 37 percent of the total, than did the auction market. These livestock dealers also served as the marketing outlet for 18 percent of the farmers' cattle and calves and eight percent of their sheep and lambs. Other outlets in terms of their importance are shown in Figure 6. Farmers as a group also furnished an important marketing outlet for livestock with 13 percent of the cattle and calves and 10 percent of the hogs being sold from farm to farm. Proportionately, the same number of cattle as hogs was sold through terminal public markets, while more hogs than cattle were sold direct to packers (Appendix Table 8).

All the market classes of cattle and calves, except dairy and breeding stock, were sold predominantly through auctions. Dairy and breeding animals were sold primarily to other farmers and local dealers. Auctions were relatively more important as a market outlet for stocker and feeder cattle than for slaughter cattle.

Slaughter hogs were sold primarily through auctions, except in the Memphis market area where local dealers handled a larger proportion of the supply,[9] and in the Knoxville market area where

[8] A common practice in the East Tennessee marketing areas was for local dealers, more commonly referred to as country buyers in these areas, to purchase livestock in small lots from the farmer at the farm and haul them to market for resale expecting to make a profit.

[9] In the West Tennessee area some of the larger local dealers operate a concentration yard or assembly point where hogs are assembled in relatively large numbers. The hogs are received either daily or several days during the week for reshipment by truck or rail to other markets, particularly St. Louis and Memphis. Frequently these concentration yards are located on a railroad siding. These assembly points are most common in Obion, Weakley, Gibson, and Dyer counties.

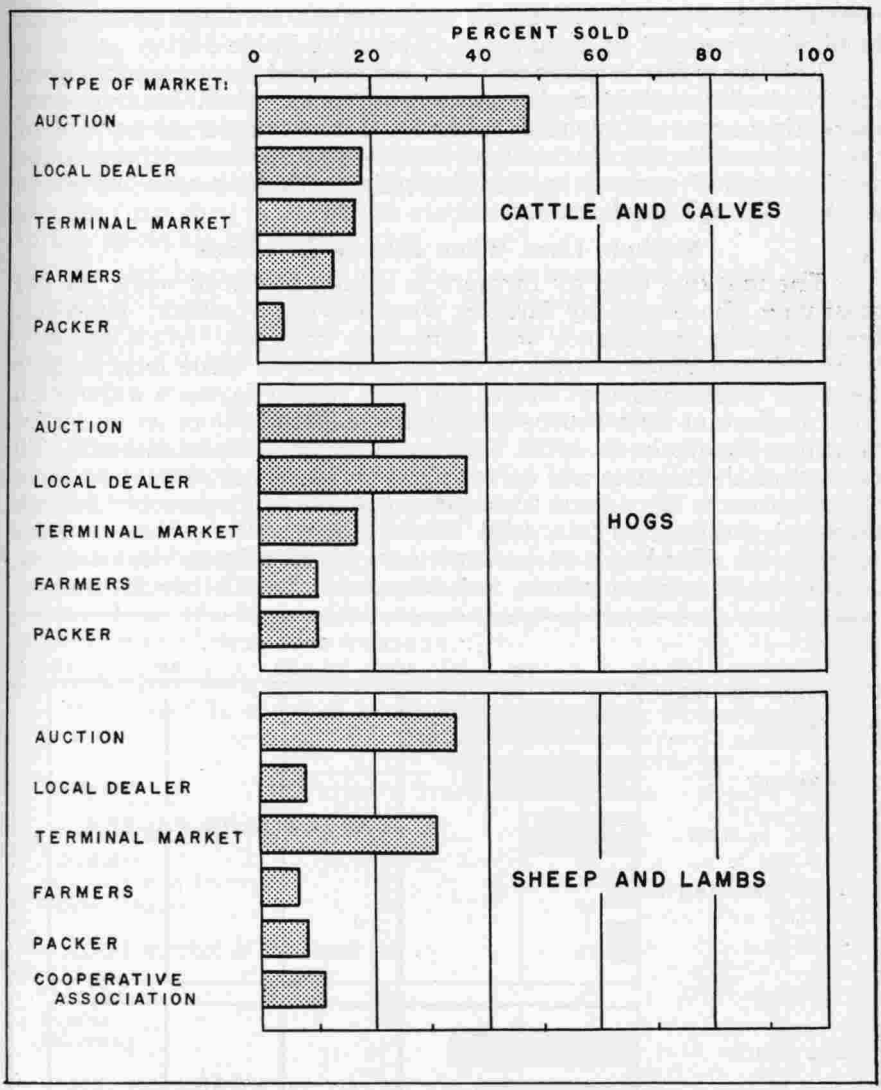


Figure 6.—Distribution of livestock sold through various types of markets by 275 Tennessee farmers, 1951.

farmers sold most of their slaughter hogs to local packing plants. The Nashville terminal public market was an important market outlet used by farmers living in Middle Tennessee. Farmers and local dealers served as the outlet for 97 percent of the feeder hogs (Appendix Table 9).

Auctions and terminal public markets each handled approximately one-third of the sales of sheep and lambs by farmers. The

next most important outlet was local cooperative lamb pools which handled 11 percent of total sales (Appendix Table 10).

Relatively fewer cattle and calves were sold through auctions in the Nashville and Memphis marketing areas than in the other marketing areas (Appendix Table 8). For example, 48 percent of the cattle sold in the Nashville area were sold to the terminal public market and 35 percent in the Memphis marketing area moved to market through local dealers.

Markets Used When Buying Livestock

The markets used by farmers in selling livestock were, for the most part, those used by farmers when buying livestock. However, their relative importance was somewhat changed. Auctions were the most important source for cattle and calves while local dealers were the most important source for hogs. Other farmers were much more important as a source for buying livestock than as an outlet in selling livestock. In 1951, Tennessee farmers reported buying 39 percent of their cattle and calves through auctions, 29 percent from other farmers, 19 percent from local dealers, eight percent through terminal public markets, and five percent from other sources (Figure 7). For hogs, 41 percent were bought from local dealers, 31 percent through auctions, and 28 percent from other farmers.

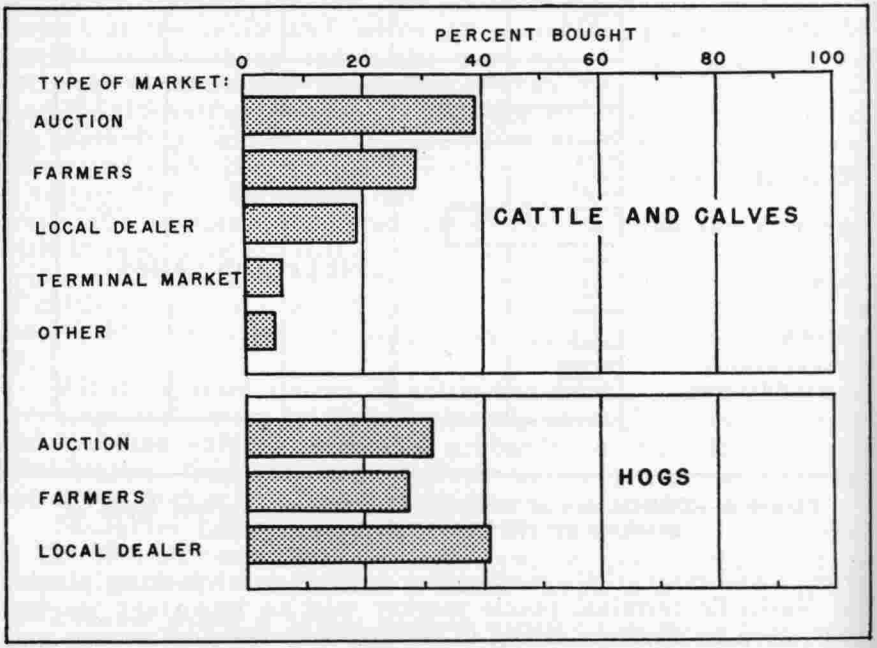


Figure 7.—Distribution of livestock bought from various types of markets by 275 Tennessee farmers, 1951.

The largest proportion of the stocker and feeder cattle purchased was bought through auctions, but sources other than auctions

were more important for breeding cattle (Appendix Table 11). For example, only nine percent of the stocker and feeder cattle were bought from other farmers, while 68 percent of the breeding cattle were obtained from farmers. The auctions and local dealers were also important sources for breeding cattle. The terminal public market in Nashville was an important source of stocker and feeder cattle purchased in the Nashville marketing area; whereas, local dealers furnished many of the stocker and feeder cattle for farmers in the Memphis marketing area.

Feeder hogs were by far the most important market class of hogs purchased by farmers. Principal sources in the Nashville area were other farmers and local dealers, while in the Memphis area auctions and local dealers were more important (Appendix Table 12).

Movement of Livestock to Market

Method of Movement—In 1951, 35 percent of all cattle, 43 percent of the hogs, and 26 percent of the slaughter lambs were moved to market by the farmer in his truck. Of the remainder, most were moved in hired trucks (Table 3). Stocker and feeder cattle and hogs were most commonly moved from the farm in the buyer's truck. This is because most of the stockers and feeders were sold at the farm and because many of them were sold to farmers and local dealers.

TABLE 3.—*Distribution of livestock sold by species and classes that were transported by specified methods from 275 farms, Tennessee, 1951*

Class	Method of Transportation		
	Farmer's Truck Percent	Hired Truck Percent	Buyer's Truck Percent
CATTLE AND CALVES			
Slaughter	36	48	16
Stockers and feeders	23	14	63
Other classes	39	26	35
ALL CATTLE & CALVES	35	37	28
HOGS			
Slaughter	48	42	10
Feeder	10	2	88
Breeding	16	0	84
ALL HOGS	43	36	21
SHEEP AND LAMBS			
Slaughter	28	66	6
Other classes	0	36	64
ALL SHEEP & LAMBS	26	64	10

Distance of Movement—Most of the livestock sold by Tennessee farmers moved to market outlets no more than 15 miles away. For all outlets, 69 percent of the cattle, 70 percent of the hogs, and 52 percent of the sheep and lambs were moved no more than 15 miles. An additional 14 percent of cattle, 15 percent of hogs, and 13 percent

of the sheep and lambs were moved no more than 30 miles. Eleven percent of the cattle, 14 percent of the hogs and slightly more than one-fourth of the sheep and lambs were moved distances in excess of 45 miles (Table 4). Cattle and hogs sold to the public terminal markets in Nashville and Memphis moved the greatest distance to market. Many of the animals sold direct to packing plants moved considerably greater distances to market than those sold at auctions or to local dealers and farmers.

TABLE 4.—*Distribution of livestock sold by 275 Tennessee farmers according to distances by principal outlets used, 1951*

Outlet	15 Miles & Under	16 - 30 Miles	31 - 45 Miles	Over 45 Miles
CATTLE AND CALVES	Percent	Percent	Percent	Percent
ALL OUTLETS	69	14	6	11
Auction	75	22	0	3
Packing plant	44	0	13	43
Dealer	92	7	0	0
Terminal market	5	20	22	53
Farmers	98	2	0	0
HOGS				
ALL OUTLETS	70	15	1	14
Auction	96	3	0	1
Packing plant	46	26	4	24
Dealer	87	12	0	1
Terminal market	4	36	4	56
Farmers	100	0	0	0
SHEEP AND LAMBS				
ALL OUTLETS	52	13	9	26
Auction	78	18	0	4
Packing plant	2	0	0	98
Terminal market	22	12	26	40
Farmers	100	0	0	0
Cooperative association	86	14	0	0
Dealer	0	0	0	100

Reasons for Choice of Market

Choice When Selling Livestock—The reasons for the choice of different outlets did not vary greatly. The most important reasons for choosing any outlet were convenience of the market and a feeling that the market was the best market or that a better price would be obtained. These reasons were the most important for both cattle and hogs. An important reason in the case of some farmers who sold at the auction or public terminal markets was that these markets were the only available market (Appendix Table 13).

Choice When Buying Livestock—Reasons for choice of outlets when buying livestock varied somewhat more than the reasons for selling through various outlets. The most important reason for both cattle and hogs was that the outlet used had the kind of livestock wanted. Other important reasons were convenience and freedom from disease. More favorable prices and better selection of

stock were more important reasons to cattle producers than hog producers (Appendix Table 14).

MARKETING PRACTICES OF FARMERS

Selling Methods and Practices

Livestock Sold Per Farmer—Farmers included in the study who marketed livestock in 1951, sold on the average 10 cattle, including calves, 32 hogs, and 38 sheep and lambs (Table 5).[10] The Nashville and Memphis marketing areas reported cattle sales per farm selling in excess of the state average with slightly more than 12 cattle being sold per farm. These two areas are the more important livestock areas of the state. In the Chattanooga marketing area, at the other extreme, farmers sold about six cattle per farm. The Nashville and Memphis areas reported sale of hogs per farm greater than the state average, while the Knoxville and Tri-Cities area reported sales per farm of about half the state average and the Chattanooga area slightly more than one-fifth the state average (Appendix Table 15).

TABLE 5.—*Distribution of 275 farmers selling livestock by species, average number of animals sold per farmer selling, number of times sales were made, and number of animals per sale, Tennessee, 1951*

Species	Farmers Selling	Animals Sold Per Farmer	Number of Sales Per Farmer	Animals Per Sale
	Percent	Number	Number	Number
All cattle	92	10.5	3.4	3.1
Veal calves	47	5.6	3.2	1.8
Hogs	61	32.5	2.8	11.6
Sheep and lambs	13	38.4	1.6	24.0

Frequency of Sale—The number of times farmers sold livestock during 1951 is also reported in Table 5. On the average, farmers sold cattle slightly more than three times during the year, hogs nearly three times, and sheep and lambs about twice. For cattle, farmers in the Chattanooga, Knoxville, and Nashville marketing areas reported somewhat more frequent sales than farmers in the other marketing areas. This is probably because relatively more dairy type of cattle was sold in these areas. For hogs, the frequency of sale in the Knoxville area was considerably more than the state average sales per farm (Appendix Table 15). The areas of greatest importance, in terms of number of times sheep and lambs were sold in 1951, were the Nashville and Memphis marketing areas.

Size of Lots Sold—The average number of livestock sold per lot by farmers was slightly more than three cattle and calves, nearly 12 hogs, and 23 sheep and lambs. Variations by marketing

[10] The Census of Agriculture for Tennessee, 1950, reports the average number of livestock sold per farm reporting in 1950 as follows: cattle, excluding calves, 5.1; calves, 3.5; hogs and pigs, 14.8; and sheep and lambs, 27.6. These averages are somewhat lower than the averages for the sample farms. Not much can be learned about marketing practices from farmers selling only one calf, cow or pig, consequently not many schedules were taken from such farmers, particularly in the Nashville and Memphis marketing areas.

areas followed somewhat closely the number of livestock sold per farm.

Importance of Various Sizes of Lots Sold—The percentage of farmers that sold livestock in lots of various sizes and the percentage of livestock marketed in each size group are shown in Figure 8 and reported by areas and market classes in appendix tables 16 and 17. These data show that 34 percent of the farmers sold cattle in lots of one animal. These sales, however, accounted for only 13 percent of the cattle sold. Sixty percent of the farmers in Tennessee sold cattle in lots of one and two head, and these sales made up 28 percent of all animals sold. Only 10 percent of the farmers sold cattle in lots over 10 animals; however, these sales comprised nearly two-fifths of all cattle sold.

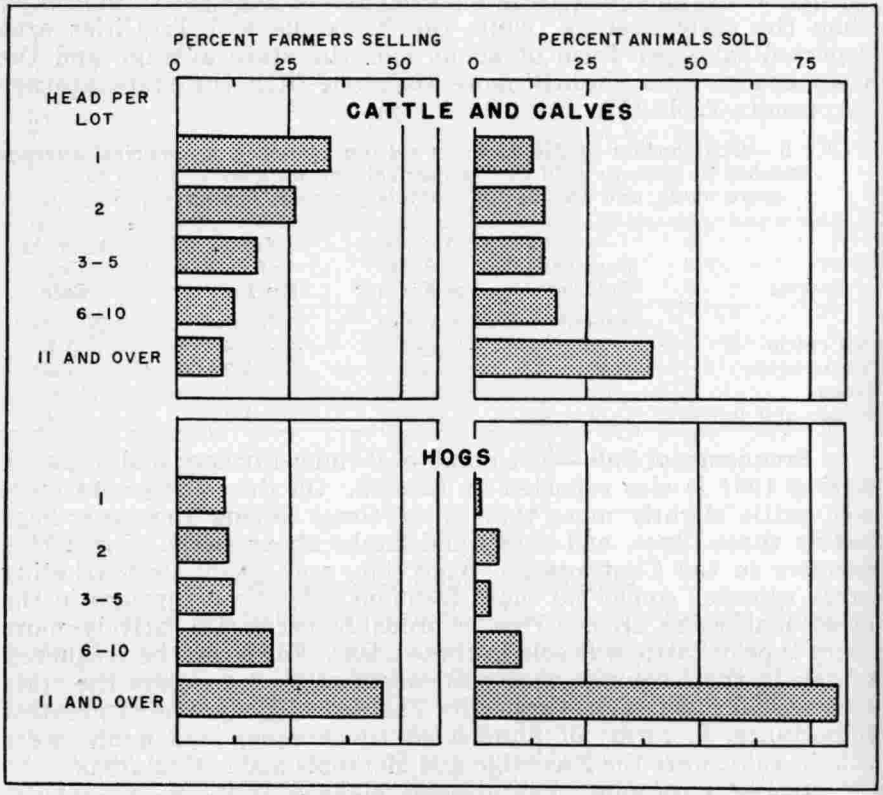


Figure 8.—Distribution of 275 farmers selling livestock, and distribution of livestock sold by 275 Tennessee farmers in various size lots, 1951.

Of slaughter cattle, about a third of the farmers accounted for approximately three-fourths of the sales. For veal calves the situation was quite different. In this case, 85 percent of the farmers sold 77 percent of the vealers in lots of either one or two.

Slightly more than a third of the farmers sold nearly a fourth of the stocker and feeder cattle in lots of one animal. Another 10 percent of the stockers and feeders were sold in lots of two. The largest proporation, however, representing 58 percent of the total, was sold in lots of over six and by about two-fifths of the farmers. Fifty-six percent of the breeding cattle were sold in lots of one and two animals.

In contrast with cattle, about one-fifth of the farmers reported selling hogs in lots of one or two. In addition, these farmers sold only six percent of all hogs sold. These hogs represented primarily feeder and breeding hogs. Roughly, one-fifth of the farmers sold hogs in lots of six to 10 but sold only 10 percent of the hogs. About four-fifths of all hogs sold were sold in lots of over 10 and by nearly half of the farmers. The sale of slaughter hogs followed this pattern rather closely. Feeder hogs, however, deviated somewhat from it. For example, 85 percent of the slaughter hogs were sold in lots of over 10 by 53 percent of the farmers; whereas, for feeder hogs, 58 percent were sold in these size lots by 31 percent of the farmers. While the sale of breeding hogs was not important, generally they were sold in lots of one and two.

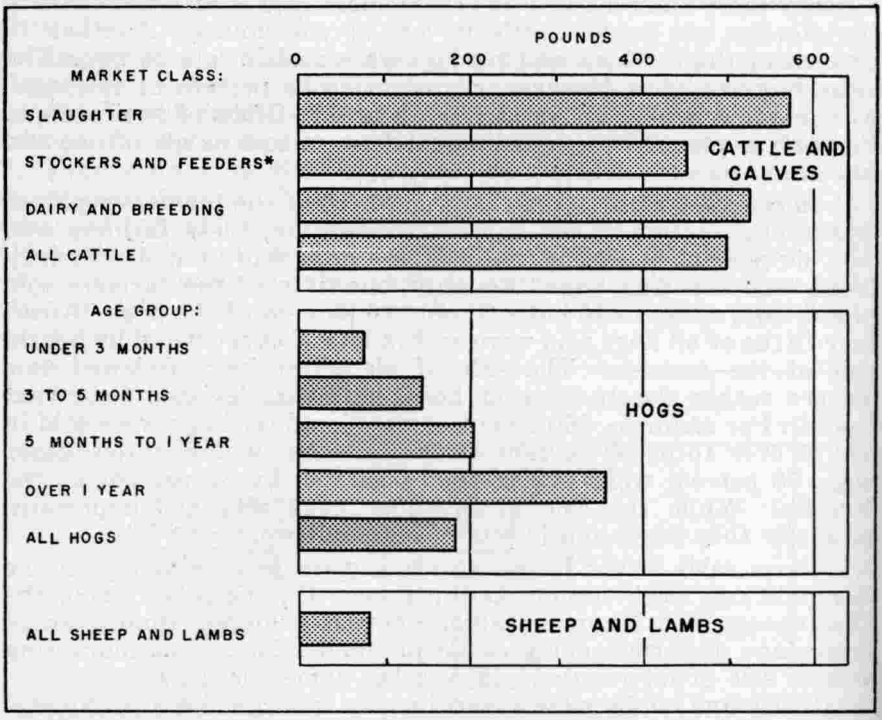
Farm sales in the larger size lots were predominantly in the Memphis and Nashville marketing areas. On the other hand, the Chattanooga and Knoxville areas showed a higher than average percentage of farms selling cattle in smaller lots. This marketing area to size of lot relationship was the same for hogs.

Sheep and lambs were sold primarily in large size lots. Ninety-four percent were reported to be sold in lots of over 10 and by 86 percent of the farmers.

Weights of Livestock Sold—The average weight of cattle and calves sold by farmers in 1951 was 499 pounds; for hogs, 182; and for slaughter lambs, 81 pounds. The weight of cattle sold for slaughter purposes was 576 pounds. Stockers and feeders were considerably lighter (Figure 9). The average weight of hogs sold under three months of age was 71 pounds; from three to five months of age, 143 pounds; from five months to one year of age, 201 pounds; and over one year of age, 357 pounds. Hogs under five months of age were largely sold for feeder purposes, while hogs five months or older were predominantly sold for slaughter.

Variations in weight of livestock sold by age and market class as well as by areas are presented in appendix tables 18, 19, and 20. Of slaughter cattle sold, heavier than average weights for all slaughter cattle were reported in both the Memphis and Nashville marketing areas.

Of slaughter hogs sold in the five months to one year age group, lighter than average weights for all slaughter hogs were reported in the Chattanooga marketing area. Weights of slaughter hogs in this area averaged 180 pounds compared with the state average of 201 pounds. No consistent variations in weights of feeder pigs were noted among the different marketing areas.



* Stockers and feeders under six months of age are not included because normally stockers and feeders are thought of as older cattle purchased with the intention of feeding them out as fat cattle or roughing them through the winter to be turned on pasture the following spring. These young stocker and feeder cattle reported purchased in the spring of the year are frequently sold later in the same year as slaughter cattle.

Figure 9.—Average weights of cattle, hogs, and sheep by market class or age group sold by 275 Tennessee farmers, 1951.

Basis of Selling—Livestock were sold in Tennessee on both a head and weight basis, though selling on the basis of weight was by far the most important, except for breeding and feeder stock. For the year 1951, Tennessee farmers reported selling over three-fourths of their cattle and calves, 86 percent of their hogs and practically all of their sheep and lambs on a hundredweight basis (Figure 10). Less than 10 percent of the slaughter cattle and only two percent of the slaughter hogs were sold by the head. On the other hand, a little more than half of the stocker and feeder cattle and seven-eighths of the feeder hogs were sold by the head. Dairy and breeding cattle were most commonly sold by the head.

Relatively smaller amounts of cattle were sold on a hundredweight basis in the Chattanooga marketing area than in the other marketing areas in 1951, and this was for most of the market classes (Appendix Table 21). The Nashville and Chattanooga marketing areas were the only areas where more stockers and feeders were sold by the head than by the hundredweight. For

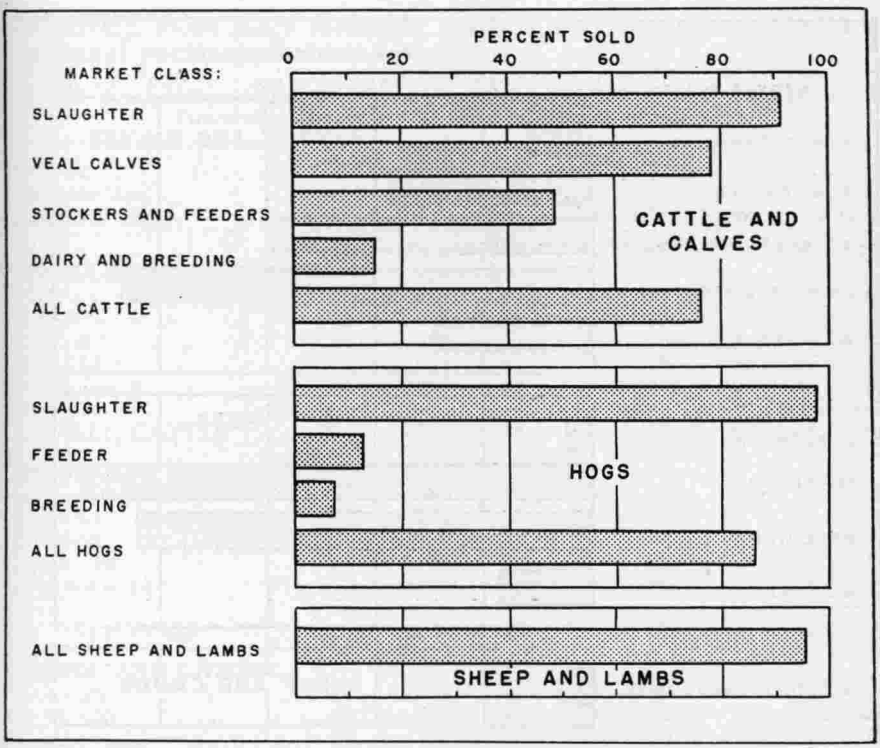


Figure 10.—Distribution of livestock sold by 275 Tennessee farmers on a hundredweight basis by market classes, 1951.

the most part, feeder hogs were sold on a head basis in all the marketing areas, except the Memphis area. Practically all the breeding hogs were sold on a head basis.

Place of Sale—Twenty-nine percent of the cattle and calves, 17 percent of the hogs, and six percent of the sheep and lambs were reported sold at the farm in 1951 (Figure 11). Selling at the farm and selling by the head were closely associated factors, since it seems probable that most livestock sold at the farm would be sold by the head. Almost 60 percent of the stocker and feeder cattle were sold at the farm, while 11 percent of the slaughter cattle were sold in this manner. Over 90 percent of the feeder hogs, but only five percent of the slaughter hogs, were sold at the farm. Dairy and breeding animals and breeding hogs were largely sold at the farm. This was to be expected since these classes, along with feeder animals, were commonly sold to other farmers.

Area variations are indicated in Appendix Table 22. Farmers in the marketing areas of East Tennessee sold more of their livestock at the farm than those in the Memphis or Nashville marketing areas.

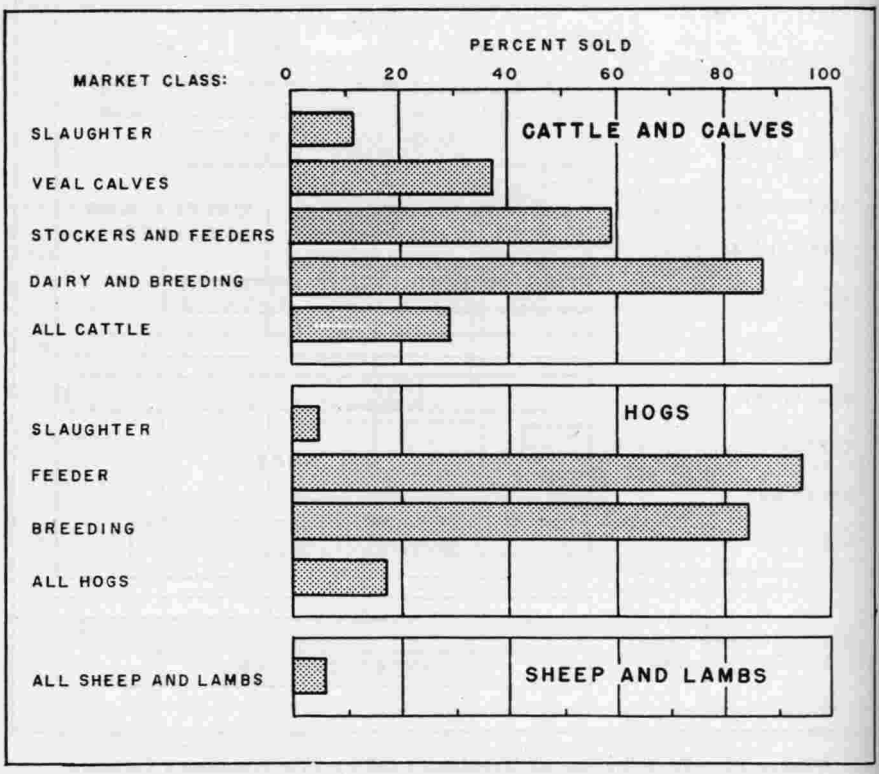


Figure 11.—Distribution of livestock sold at the farm by 275 Tennessee farmers by market classes, 1951.

Relationship of Livestock Sales to Various Factors

Type of Market Used—Data in Table 6 indicates the extent farmers used various types of markets when selling livestock in different amounts. In selling cattle one animal at a time, there was a tendency to rely more heavily on farmers as an outlet and depending less on the auction and terminal markets. As larger numbers of cattle were sold, more use was made of local dealers and the public terminal markets.

The relationship between the size of the lot of hogs sold and the type of market used was somewhat different. Over half the hogs sold in lots of one to four was sold to other farmers. Only 16 percent moved through the auction. It appears that as larger numbers of hogs were sold per farm, local dealers became a more important market outlet. Of hogs marketed in lots of five to 11, 16 percent was sold through local dealers. Of hogs sold in lots exceeding 40 animals, 64 percent were sold through this outlet. Farmers selling in lots varying from 12 to 40 hogs tended to market

relatively more hogs direct to packers and commission firms at terminal public markets.

TABLE 6.—*Relationship between number of livestock sold by species by Tennessee farmers and type of market used, 1951*

Species and Number Sold	Number of Farms	Head Sold	Where Sold: Auction	Trml. Mkt.	Local Dlr.	Packing Plant	Farmers	Coop. Assn.
		No.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
CATTLE AND CALVES								
1	152	553	34	5	18	4	39	0
2	114	607	53	17	11	6	13	0
3 - 5	70	463	55	17	16	3	9	0
6 - 10	53	603	48	24	8	6	14	0
Above 10	45	1365	42	17	29	0	12	0
ALL CATTLE	254	3591	48	17	18	4	13	0
HOGS								
1 - 4	60	455	16	2	25	5	52	0
5 - 11	66	1348	37	26	16	10	11	0
12-23	46	1594	22	26	32	16	4	0
24 - 40	21	1114	31	12	35	22	0	0
Above 40	12	1643	18	9	64	9	0	0
ALL HOGS	167	6154	26	17	37	10	10	0
SHEEP AND LAMBS								
1 - 10	7	93	47	0	0	12	30	11
11 - 20	14	417	45	29	2	0	5	15
Above 20	15	718	27	33	10	11	9	6
ALL SHEEP & LAMBS	35	1228	34	32	8	8	7	11

Sellers of small lots of cattle and hogs apparently are more susceptible to trader manipulation than sellers of larger lots, since they depended less on the competitive auction and the services of commission firms. However, the expense and work of moving small lots to market may justify sales of small lots at the farm. Other relationships to livestock sales may be noted in Table 7.

Livestock Bought—The relationship of the number of cattle and hogs bought to the number sold was direct and increased with an increase in the size of lots sold. As the average size of lots of cattle sold increased from one to 25 animals, the average size of cattle purchases increased from one to 16 animals. Similarly, as the average size of lots of hogs sold increased from two to 89 animals, the average size of purchases increased from one to 46 animals (Table 7).

Other Livestock Sold—Farmers who marketed the most cattle or sold in the larger size lots also sold more hogs and sheep. Those farmers who sold cattle singly averaged selling eight hogs, those selling from three to six cattle averaged selling 12 hogs, and those selling in excess of 10 cattle averaged selling 39 hogs. The relationship was as direct when the number of hogs sold per farm was

used as the dependent variable. This close relationship between sales of different species of livestock is undoubtedly associated with size of business. That is, the greatest number of both cattle and hogs was sold from the larger farms.

TABLE 7.—*Relationship between number of livestock sold by Tennessee farmers and related factors, 1951*

Head Per Lot		Number of	Cattle	Hogs	Sheep	Cattle Sold on Hundredweight	Cattle Sold
			Cattle				
Range	Average	Farms	Bought	Sold	Sold	Basis	at Market
			Ave. Per Farm	Ave. Per Farm	Ave. Per Farm		
Number						Percent	Percent
1	1.0	152	0.9	7.8	1.2	58	53
2	2.0	114	1.3	9.8	2.1	68	72
3 - 5	4.0	70	2.8	12.5	4.6	71	70
6 - 10	8.4	53	3.4	15.0	4.5	80	77
Above 10	25.4	45	16.1	38.9	5.4	94	84
			Hogs				
Head Per Lot		Number of	Hogs	Cattle	Sheep	Hogs Sold on Hundredweight	Hogs Sold
Range	Average	Farms	Bought	Sold	Sold	Basis	at Market
			Ave. Per Farm	Ave. Per Farm	Ave. Per Farm		
Number						Percent	Percent
1 - 4	2.4	60	0.5	3.2	1.8	48	46
5 - 11	7.4	66	2.7	7.0	3.3	69	55
12 - 23	15.4	46	6.5	16.9	11.7	81	76
24 - 40	32.7	21	7.0	18.0	10.0	85	80
Above 40	88.7	12	46.5	32.4	1.6	96	96
			Sheep and Lambs				
Head Per Lot		Number of	Sheep	Cattle	Hogs	Sheep Sold on Hundredweight	Sheep Sold
Range	Average	Farms	Bought	Sold	Sold	Basis	at Market
			Ave. Per Farm	Ave. Per Farm	Ave. Per Farm		
Number						Percent	Percent
1 - 10	8.0	7	2.3	7.3	15.6	98	100
11 - 20	16.7	14	1.1	15.2	39.8	100	78
Above 20	46.6	15	5.1	22.9	39.7	96	96

Basis of Sale and Place of Sale—Farmers who sold livestock in small lots tended to sell a smaller percentage of them by the hundredweight and at the market outlet than did farmers who

sold in larger size lots. Of cattle sold in lots of one, 58 percent were sold on a hundredweight basis. However, as size of lots increased, the percent sold by the hundredweight increased sharply. Of hogs sold in lots varying from one to four hogs, 48 percent were sold on a hundredweight basis. The increase in the number of hogs sold by the hundredweight was even sharper than for cattle as size of lot increased. Ninety-six percent of the hogs sold in lots over 40 were sold on this basis.

Similarly, for cattle sold singly, 53 percent were sold at the market outlet compared with 84 percent when sold in lots over 10. For hogs sold in lots varying from one to four animals, 46 percent were sold at the market outlet compared with 96 percent when sold in lots over 40 (Table 7).

Buying Methods and Practices

Livestock Bought Per Farmer—Farmers interviewed who purchased livestock in 1951 averaged buying a little more than eight cattle, 11 hogs, and 27 sheep and lambs. There was considerable variation in purchases between areas for both cattle and hogs. Purchases ranged from slightly over four cattle and calves per farm in the Knoxville marketing area to 18 in the Memphis area. For hogs, the range in the number bought was from slightly over two in the Knoxville area to nearly 27 in the Memphis marketing area (Appendix Table 23).

Frequency of Purchase and Size of Lots Purchased—On the average, farmers bought cattle between two and three times; and hogs, and sheep and lambs between one and two times during 1951 (Table 8). For both cattle and hogs the number of purchases per farmer in the Memphis area was considerably above the average purchases per farmer in the state.

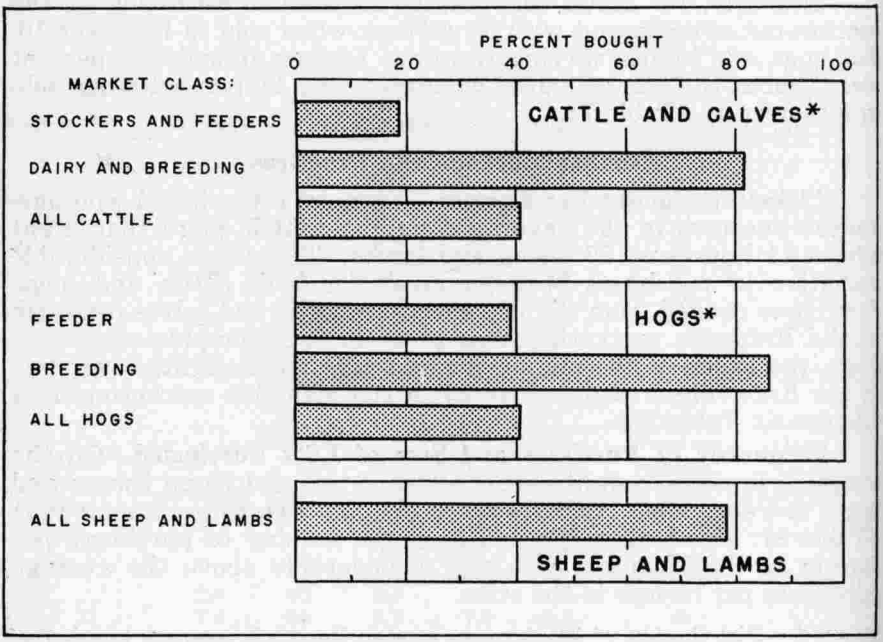
TABLE 8.—*Distribution of 275 farmers buying livestock, average number of animals bought per farmer buying, number of times purchases were made, and number of animals per purchase, by species, Tennessee, 1951*

Species	Farmers Buying	Animals Bought Per Farmer	Number of Purchases Per Farmer	Animals Per Purchase
	Percent	Number	Number	Number
Cattle and calves	54	8.2	2.5	3.3
Hogs	17	11.2	1.6	7.0
Sheep and lambs	5	27.2	1.4	19.4

The average number of livestock bought per lot by farmers was a little more than three cattle, seven hogs, and nearly 20 sheep and lambs. Farmers in the marketing areas of Middle and West Tennessee purchased more cattle and hogs per purchase than those in the marketing areas of East Tennessee.

Basis of Purchase—Livestock were bought, for the most part, on a weight rather than on a head basis by Tennessee farmers in

1951. There was, however, considerable variation among classes and marketing areas. Approximately two-fifths of all the cattle and hogs were bought on a head basis (Figure 12). Dairy and breeding cattle and breeding hogs were most commonly purchased by the head. Of stocker and feeder cattle, nearly one-fifth were bought by the head. Nearly two-fifths of the feeder hogs were bought on this basis. Relatively more livestock were bought on a head basis than were sold on a head basis.



* A few veal calves, slaughter cattle, and slaughter hogs were reported bought, however, their numbers were not important.

Figure 12.—Distribution of livestock bought by 275 Tennessee farmers on a head basis by market class, 1951.

Area variations were noted primarily for stocker and feeder animals. Only 10 percent of the stocker and feeder cattle in the Memphis marketing area and 28 percent in the Nashville area were purchased by the head (Appendix Table 24). Farmers in the Nashville area and the marketing areas of East Tennessee bought feeder hogs principally by the head, while farmers in the Memphis marketing area bought feeder hogs principally by weight.

Other Related Practices

Market News—The main source of livestock market news was the radio and newspaper with the radio being easily the most important (Table 9). This was true for producers of all species of livestock. Other market news sources were relatively unimportant.

TABLE 9.—*Sources from which farmers obtain market news to determine where to sell livestock, Tennessee, 1951*

Source	Number of Farmers Selling Using Various Sources of Market News			
	All Cattle	Calves	Hogs	Sheep
	Number	Number	Number	Number
Radio	205	112	45	9
Newspaper	38	43	28	8
Trade publications	5	7	4	0
Farmers	3	1	0	0
Other markets	7	5	8	1
Others	7	5	5	3

Seasonal Pricing—Livestock producers were asked if they attempted to take advantage of seasonal variations in their livestock production and marketing programs. Their replies are presented in Table 10. Cattle producers pay less attention to seasonal price factors than do producers of hogs or sheep and lambs. More attention is given by all producers to seasonal variations in their selling program than in the purchasing of livestock or in their production.

TABLE 10.—*Extent to which farmers attempted to take advantage of seasonal pricing, Tennessee, 1951*

Practice	Percent of Farmers Taking Advantage of Seasonal Pricing		
	All Cattle	Hogs	Sheep
	Percent	Percent	Percent
Date of breeding livestock	26	53	88
Feeding program	30	52	82
Purchasing program	22	37	60
Selling program	42	68	88

Marketing Problems Indicated by Farmers—Of the farmers who expressed opinions as to their principal problems in marketing livestock, nearly 40 percent of the farmers indicated problems centering around grade and price. Only a limited few had experience selling in either graded or mixed pen lots. Further questioning in this general area indicated nearly two-thirds of the farmers thought the use of an official grader on the larger livestock markets would be beneficial; however, only half of them indicated they would be willing to pay a nominal fee for an official grading service if it was offered. In addition to indicating merely that prices received was a problem, another 15 percent of the farmers thought there was not enough competition at most of the markets, the most frequent reason being not enough buyers on the market. Two percent of the farmers, however, thought there were too many buyers and markets. Another important problem centered around transporting livestock to market. Eighteen percent of the farmers listed this as their most important problem, with distance from

the market being the principal cause. Another 10 percent of the farmers felt that there were unfair practices at the auction markets and that practices were not uniform from auction to auction. Disease contracted by the animals purchased from various market outlets was considered a problem by five percent of the farmers and another four percent thought they had received unfair weights.

SUMMARY

About one Tennessee farmer out of every two sells calves and about one out of four sells cattle each year. In 1951, receipts from the sale of these cattle and calves amounted to approximately $425 per farm, and to the farmers of the state this meant about $99 million, or slightly more than 19 percent of the total cash receipts from farm marketings. The number of cattle and calves on farms has increased steadily during the last 25 years and on January 1, 1953, all cattle totaled 1,774,000 head.

The nature of the cattle industry in Tennessee is indicated by the nature of farm sales. About three-fifths of the cattle and calves sold are under one year of age, and about one-fifth over two years of age. Slaughter cattle and calves, including veal calves, make up more than three-fourths of the producers' sales, while stockers and feeders comprise but 14 percent of total sales. Since slaughter calves comprise such a large proportion of sales, the average weight for all cattle is relatively low, about 500 pounds. Normally sales are the highest during August, September, and October with 46 percent of total marketings occurring during these three months.

Nearly one-half of the cattle producers' sales are made through auctions. Local dealers, terminal markets, other producers, and packing plants follow in that order as additional outlets. Purchases of cattle and calves for replacement stock and feeders are also made through the same market outlets with about two-fifths of the total number being purchased from auctions, less than one-third from other producers, about one-fourth from local dealers, and the remainder from other sources.

Farmers sell cattle about three times during the year with slightly more than a third of them selling animals in lots of one animal accounting for 13 percent of all cattle sold. Only 10 percent of the farmers sell cattle in lots over 10 animals. Over three-fourths of the cattle and calves are sold on a weight basis.

Slightly more than one-third of all cattle and calves are moved to market in trucks owned by the farmer, while the rest are moved to market either in hired trucks or in the buyer's truck. Sixty-nine percent of all cattle and calves are moved to market outlets not more than 15 miles from the farm. Slightly more than 10 percent

move over 45 miles. These percentages are approximately the same for hogs.

As for hogs, the estimated number on farms January 1, 1953, totaled 1,051,000 head. In 1951, receipts from the sale of hogs amounted to approximately $265 per farm and contributed approximately 12 percent, or $61 million, to the total cash farm income from farm marketings. Over four-fifths of the hogs marketed are sold between the ages of five months and one year. Eighty-six percent of them are sold for slaughter and average just over 200 pounds in weight. The spring peak in marketings occurs in May with 32 percent of all hogs sold in the three-month period, March through May.

Local dealers, accounting for 37 percent of the hogs marketed, handle more hogs than the other market outlets. More than a fourth of the hogs are marketed through auctions, while the terminal market, other producers, and packing plants furnish the next most important outlets. Local dealers also furnish a little over two-fifths of the feeder and breeding hogs purchased by farmers with almost one-third of the total being furnished by auctions and more than a fourth by other producers.

Farmers sell hogs about three times a year. About one-fifth of them sell in lots of one or two which accounts for only six percent of all hogs sold. About four-fifths of all hogs marketed are sold in lots of over 10. Eighty-six percent are sold on a weight basis.

Forty percent of the farmers that expressed an opinion on their principal livestock marketing problems indicated problems centering around grade and price. Another closely related problem, expressed by 15 percent of the farmers, is that not enough competition exists at the local markets with the most frequent reason being not enough buyers on the market. Eighteen percent of the farmers think transporting their livestock to market is their major marketing problem, with distance from the market being the principal cause. Another 10 percent of the farmers indicated there are unfair practices at the auction markets and that practices are not uniform from auction to auction. Other minor problems are disease contracted by the animals purchased at various market outlets, and inaccurate weights recorded on livestock sold.

APPENDIX

APPENDIX TABLE 1.—*Percentages of cattle and calves sold according to market class by 275 Tennessee farmers, by market areas, 1951*

Market Area	Slaughter (Other Than Veal)	Veal Calves	Stockers and Feeders	Dairy and Breeding	Total
	Percent	Percent	Percent	Percent	Percent
Tri-Cities	35	38	8	19	10
Knoxville	24	39	25	12	19
Chattanooga	28	39	26	7	5
Nashville	58	20	14	8	36
Memphis	78	14	6	2	30
State	54	24	14	8	100

APPENDIX TABLE 2—.*Percentages of hogs sold according to market class by 275 Tennessee farmers, by market areas, 1951*

Market Area	Slaughter	Feeder	Breeding	Total
	Percent	Percent	Percent	Percent
Tri-Cities	63	37	0	2
Knoxville	58	35	7	6
Chattanooga	55	44	1	1
Nashville	83	16	1	41
Memphis	94	4	2	50
State	86	12	2	100

APPENDIX TABLE 3.—*Percentages of sheep and lambs sold according to market class by 275 Tennessee farmers, by market areas, 1951*

Market Area	Slaughter	Feeder	Breeding	Total
	Percent	Percent	Percent	Percent
Tri-Cities	100	0	0	1
Knoxville	97	*	3	11
Chattanooga	0	0	0	0
Nashville	97	2	1	71
Memphis	78	3	19	17
State	94	1	5	100

* Less than .5 percent.

APPENDIX TABLE 4.—*Percentage distribution by age groups of livestock sold by 275 Tennessee farmers, by market areas and species, 1951*

Market Area	Under 6 Months	6 Months to 1 Year	1 to 2 Years	Over 2 Years
	Percent	Percent	Percent	Percent
CATTLE AND CALVES				
Tri-Cities	51	17	3	29
Knoxville	47	34	10	9
Chattanooga	72	5	0	23
Nashville	34	21	25	20
Memphis	15	28	37	20
State	35	24	22	19

Market Area	Under 3 Months	3 to 5 Months	5 Months to 1 Year	Over 1 Year
	Percent	Percent	Percent	Percent
SLAUGHTER AND FEEDER HOGS				
Tri-Cities	31	0	66	3
Knoxville	42	0	57	1
Chattanooga	50	0	50	0
Nashville	11	7	81	1
Memphis	4	6	89	1
State	10	6	83	1

APPENDIX TABLE 5.—*Percentages of livestock bought by 275 Tennessee farmers according to class and species, by market areas, 1951*

Market Area	Slaughter	Stockers and Feeders	Dairy and Breeding	All Cattle
	Percent	Percent	Percent	Percent
CATTLE AND CALVES				
Tri-Cities	0	56	44	5
Knoxville	0	40	60	11
Chattanooga	0	33	67	3
Nashville	2	57	43	32
Memphis	0	83	17	49
State	1	66	33	100

Market Area	Slaughter	Feeders	Breeding	All Hogs
	Percent	Percent	Percent	Percent
HOGS				
Tri-Cities	0	100	0	1
Knoxville	0	91	9	1
Chattanooga	0	0	100	*
Nashville	4	91	5	28
Memphis	0	98	2	70
State	1	96	3	100

* Less than .5 percent.

APPENDIX TABLE 6.—*Relative numbers of livestock sold and bought by 275 Tennessee farmers interviewed according to market classes, by market areas, 1951*

Market Area	Stockers & Feeders			Dairy & Breeding			All Cattle		
	Sold	Bought Bg't.	Bought Sold	Sold	Bought Bg't.	Bought Sold	Sold	Bought Bg't.	Bought Sold
	No.	No.	Pct.	No.	No.	Pct.	No.	No.	Pct.
CATTLE AND CALVES									
Tri-Cities	26	38	146	63	30	48	345	68	20
Knoxville	294	62	21	83	94	113	689	156	23
Chattanooga	47	13	28	14	26	186	184	39	21
Nashville	184	252	137	104	188	181	1299	442	34
Memphis	63	567	900	5	114	2280	1074	681	63
State	614	932	152	269	452	168	3591	1386	39

Market Area	Feeder Hogs			Breeding			All Hogs		
	Sold	Bought Bg't.	Bought Sold	Sold	Bought Bg't.	Bought Sold	Sold	Bought Bg't.	Bought Sold
	No.	No.	Pct.	No.	No.	Pct.	No.	No.	Pct.
HOGS									
Tri-Cities	36	7	19	0	0	0	68	7	10
Knoxville	128	11	9	25	1	4	360	12	3
Chattanooga	31	0	0	11	3	27	72	3	4
Nashville	457	332	73	13	18	138	2503	365	15
Memphis	124	917	740	88	19	22	3151	939	30
State	776	1267	163	137	41	30	6154	1326	22

Market Area	Feeder Lambs			Breeding			All Sheep & Lambs		
	Sold	Bought Bg't.	Bought Sold	Sold	Bought Bg't.	Bought Sold	Sold	Bought Bg't.	Bought Sold
	No.	No.	Pct.	No.	No.	Pct.	No.	No.	Pct.
SHEEP AND LAMBS									
Tri-Cities	0	0	0	0	0	0	18	0	0
Knoxville	0	0	0	4	19	475	145	19	13
Chattanooga	0	0	0	0	0	0	0	0	0
Nashville	0	130	0	3	157	5233	845	287	34
Memphis	0	0	0	48	108	225	220	108	49
State	0	130	0	55	284	516	1228	414	34

APPENDIX TABLE 7.—*Percentages of livestock sold by 275 Tennessee farmers by months according to age groups, market classes, and species, 1951*

Age and Class	Month of Sale											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
CATTLE AND CALVES												
All Cattle	5	4	6	5	6	8	7	12	16	18	8	5
Under 6 months	5	6	8	8	7	10	7	13	15	12	5	4
6 months to 1 year	4	4	7	4	5	6	8	10	13	19	13	7
1 to 2 years	3	2	4	7	9	18	4	15	11	12	9	6
Over 2 years	5	1	1	4	2	3	8	11	18	28	11	8
Slaughter	7	4	6	5	5	9	10	11	14	15	8	6
Stockers and feeders	1	3	6	2	4	7	5	13	19	28	8	4
Breeding	2	5	3	8	15	7	3	6	19	15	10	7
HOGS												
All Hogs	9	10	9	10	13	8	5	6	8	7	8	7
Under 3 months	0	2	11	15	24	10	4	6	9	12	3	4
3 to 5 months	8	3	8	11	21	10	4	5	2	9	14	5
5 months to 1 year	11	10	8	9	12	9	5	6	8	6	7	9
	0	4	0	4	4	16	20	8	8	18	10	8
SHEEP AND LAMBS												
All Sheep and Lambs	0	0	7	10	42	33	4	3	0	1	0	0

APPENDIX TABLE 8.—*Percentages of cattle and calves sold by 275 Tennessee farmers according to market classes through specified market outlets, by market areas, 1951*

Market Area	Head Sold*	Where Sold				
		Terminal Auctions	Local Market Dealers	Packing Plants	Farmers	
	No.	Percent	Percent	Percent	Percent	Percent
SLAUGHTER CATTLE (Other than Veal)						
Tri-Cities	121	88	0	12	0	0
Knoxville	167	58	0	16	26	0
Chattanooga	52	81	0	19	0	0
Nashville	741	38	48	11	3	**
Memphis	889	46	17	35	2	0
State	1970	48	26	22	4	**
VEAL CALVES						
Tri-Cities	135	80	0	2	0	18
Knoxville	145	57	0	22	4	17
Chattanooga	71	66	0	11	0	23
Nashville	270	44	34	10	12	0
Memphis	117	50	1	37	8	4
State	738	56	13	15	7	9
STOCKERS AND FEEDERS						
Tri-Cities	26	73	0	0	0	27
Knoxville	294	72	0	12	0	16
Chattanooga	47	51	0	23	0	26
Nashville	184	41	1	13	0	45
Memphis	63	50	3	22	3	22
State	614	59	1	14	**	26
DAIRY AND BREEDING						
Tri-Cities	63	13	0	0	0	87
Knoxville	83	0	0	0	0	100
Chattanooga	14	0	0	79	0	21
Nashville	104	4	3	4	0	89
Memphis	5	0	0	20	0	80
State	269	5	1	6	0	88
ALL CATTLE & CALVES						
Tri-Cities	345	70	0	5	0	25
Knoxville	689	56	0	14	7	23
Chattanooga	184	61	0	22	0	17
Nashville	1299	38	35	10	4	13
Memphis	1074	48	14	34	2	2
State	3591	48	17	18	4	13

* Number of animals for sample only.

** Less than .5 percent.

APPENDIX TABLE 9.—*Percentages of hogs sold by 275 Tennessee farmers according to market classes through specified market outlets, by market areas, 1951*

Market Area	Head Sold*	Where Sold				
		Auctions	Terminal Market	Local Dealers	Packing Plants	Farmers
	No.	Percent	Percent	Percent	Percent	Percent
SLAUGHTER						
Tri-Cities	32	62	0	0	0	38
Knoxville	207	6	0	5	78	11
Chattanooga	30	64	0	0	0	36
Nashville	2033	43	43	4	2	8
Memphis	2939	22	6	60	12	**
State	5241	30	20	35	11	4
FEEDER						
Tri-Cities	36	0	0	0	0	100
Knoxville	128	0	0	19	0	81
Chattanooga	31	0	0	0	0	100
Nashville	457	5	0	79	0	16
Memphis	124	0	0	45	0	55
State	776	3	0	57	0	40
BREEDING						
Tri-Cities	0	0	0	0	0	0
Knoxville	25	0	0	0	0	100
Chattanooga	11	0	0	0	0	100
Nashville	13	0	0	0	92	8
Memphis	88	0	0	22	0	78
State	137	0	0	15	9	76
ALL HOGS						
Tri-Cities	68	29	0	0	0	71
Knoxville	360	3	0	10	45	42
Chattanooga	72	26	0	0	0	74
Nashville	2503	35	35	17	3	10
Memphis	3151	20	6	59	11	4
State	6154	26	17	37	10	10

* Number of animals for sample only.

** Less than .5 percent.

APPENDIX TABLE 10.—*Percentages of sheep and lambs sold by 275 Tennessee farmers according to market classes through specified market outlets, by market areas, 1951*

Market Area	Head Sold*	Where Sold					
		Auctions	Terminal Market	Coop. Assn.	Packing Plant	Local Dealers	Farmers
	No.	Percent	Percent	Percent	Percent	Percent	Percent
SLAUGHTER							
Tri-Cities	18	100	0	0	0	0	0
Knoxville	141	31	0	21	0	48	0
Chattanooga	0	0	0	0	0	0	0
Nashville	842	42	44	0	9	0	5
Memphis	172	0	14	62	5	19	0
State	1173	36	34	12	6	8	4
BREEDING							
Tri-Cities	0	0	0	0	0	0	0
Knoxville	4	0	0	0	0	0	100
Chattanooga	0	0	0	0	0	0	0
Nashville	3	100	0	0	0	0	0
Memphis	48	0	0	0	0	0	100
State	55	5	0	0	0	0	95
ALL SHEEP AND LAMBS							
Tri-Cities	18	100	0	0	0	0	0
Knoxville	145	30	0	20	0	47	3
Chattanooga	0	0	0	0	0	0	0
Nashville	845	42	44	0	10	0	4
Memphis	220	0	10	49	4	15	22
State	1228	34	32	11	8	8	7

* Number of animals for sample only.

APPENDIX TABLE 11.—*Percentages of cattle and calves bought by 275 Tennessee farmers according to market classes through specified market outlets, by market areas, 1951*

Market Area	Head Bought*	Where Bought				
		Auction	Farmers	Local Dealer	Terminal Market	Other Markets**
	No.	Percent	Percent	Percent	Percent	Percent
SLAUGHTER						
Tri-Cities	0	0	0	0	0	0
Knoxville	0	0	0	0	0	0
Chattanooga	0	0	0	0	0	0
Nashville	2	100	0	0	0	0
Memphis	0	0	0	0	0	0
State	2	100	0	0	0	0
STOCKERS & FEEDERS						
Tri-Cities	38	10	14	0	0	76
Knoxville	62	37	63	0	0	0
Chattanooga	13	0	100	0	0	0
Nashville	252	46	7	4	43	0
Memphis	567	54	2	37	0	7
State	932	48	9	24	12	7
BREEDING						
Tri-Cities	30	0	93	7	0	0
Knoxville	94	10	89	1	0	0
Chattanooga	26	23	65	12	0	0
Nashville	188	13	68	14	5	0
Memphis	114	42	47	11	0	0
State	452	19	68	10	3	0
ALL CATTLE AND CALVES						
Tri-Cities	68	6	49	3	0	42
Knoxville	156	21	79	0	0	0
Chattanooga	39	15	77	8	0	0
Nashville	442	32	33	9	26	0
Memphis	681	52	9	33	0	6
State	1386	39	29	19	8	5

* Number of animals for sample only.

** Includes cooperative calf sales associations and packing plants.

APPENDIX TABLE 12.—*Percentages of hogs bought by 275 Tennessee farmers according to market classes through specified market outlets, by market areas, 1951*

Market Area	Head Bought*	Where Bought		
		Auctions	Farmers	Local Dealers
	No.	Percent	Percent	Percent
SLAUGHTER				
Tri-Cities	0	0	0	0
Knoxville	0	0	0	0
Chattanooga	0	0	0	0
Nashville	15	93	7	0
Memphis	3	0	67	33
State	18	78	16	6
FEEDERS				
Tri-Cities	7	0	100	0
Knoxville	11	0	100	0
Chattanooga	0	0	0	0
Nashville	332	0	72	28
Memphis	917	43	9	48
State	1267	32	28	40
BREEDING				
Tri-Cities	0	0	0	0
Knoxville	1	0	100	0
Chattanooga	3	0	100	0
Nashville	18	0	100	0
Memphis	19	0	68	32
State	41	0	85	15
ALL HOGS				
Tri-Cities	7	0	100	0
Knoxville	12	0	100	0
Chattanooga	3	0	100	0
Nashville	365	4	71	25
Memphis	939	42	10	48
State	1326	31	28	41

* Number of animals for sample only.

APPENDIX TABLE 13.—*Reasons given by 275 Tennessee farmers for selling livestock at various types of markets, by species, 1951*

Reason	Auction	Local Dealer	Terminal Market	Farmer	Packer	All Outlets
	No.	No.	No.	No.	No.	No.
CATTLE AND CALVES						
Convenience	57	20	4	5	3	89
Better price	25	13	1	2	3	44
Best market	26	2	10	2	3	43
Only market available	16	0	12	0	0	28
Custom or habit	2	4	2	0	1	9
More buyers	4	0	1	0	0	5
No selling charges	0	4	0	0	1	5
Good weights	0	1	0	0	0	1
No reason	3	1	0	1	0	5
Miscellaneous	12	1	6	5	1	25
All replies	145	46	36	15	12	254
HOGS						
Convenience	25	16	5	1	5	52
Better price	13	13	1	1	5	33
Best market	10	4	5	1	3	23
Only market available	9	0	9	0	0	18
Custom or habit	0	3	1	0	2	6
No selling charges	0	1	1	0	3	5
Good weights	0	2	0	0	2	4
More buyers	1	0	2	0	0	3
No reason	3	0	1	0	1	5
Miscellaneous	0	1	2	15	0	18
All replies	61	40	27	18	21	167

APPENDIX TABLE 14.—*Reasons given by 275 Tennessee farmers for buying livestock at various types of markets, by species, 1951*

Reason	Farmer	Auction	Dealer	Terminal Market	Other Markets	All Outlets
	No.	No.	No.	No.	No.	No.
CATTLE AND CALVES						
Had what I wanted	44	17	9	6	1	77
Convenience	5	5	11	0	1	22
Freedom from disease	14	0	0	0	0	14
Prices favorable	3	2	4	1	0	10
Better selection	3	0	2	1	1	7
Only market	1	1	0	1	0	3
Needed to buy	0	2	1	0	0	3
No reason	3	2	1	0	0	6
Miscellaneous	6	0	0	0	0	6
All replies	79	29	28	9	3	148
HOGS						
Had what I wanted	13	2	10	0	0	25
Convenience	0	4	4	0	0	8
Freedom from disease	6	0	0	0	0	6
Better selection	0	2	0	0	0	2
Only market	0	0	0	2	0	2
Needed to buy	2	0	0	0	0	2
Miscellaneous	0	0	2	0	0	2
All replies	21	8	16	2	0	47

APPENDIX TABLE 15.—*Average number of animals sold per farm selling livestock, number of times sales were made, and number of animals per sale, by species and market areas, Tennessee, 1951**

Market Area	Ave. Head Sold Per Farm				Ave. Sales Per Farm			Ave. Head Per Sale Per Farm		
	All Cattle	Calves	Hogs	Sheep & Lambs	All Cattle	Hogs	Sheep and Lambs	All Cattle	Hogs	Sheep and Lambs
	No.	No.	No.	No.	No.	No.	No.	No.	No.	No.
Tri-Cities	7.5	6.0	16.2	18.0	2.8	2.2	1.0	2.7	7.4	18.0
Knoxville	10.5	6.6	16.7	35.2	4.6	3.8	1.0	2.3	4.4	35.2
Chattanooga	5.6	7.1	7.2	0.0	4.0	2.8	0.0	1.4	2.6	0.0
Nashville	12.2	5.3	34.2	42.2	4.1	2.7	1.8	3.0	12.7	23.4
Memphis	12.4	4.5	42.2	31.4	2.0	2.6	1.9	6.2	16.2	16.5
State	10.5	5.6	32.5	38.4	3.4	2.8	1.6	3.1	11.6	24.0

* Number of animals for sample only.

APPENDIX TABLE 16.—*Percentages of Tennessee farmers selling and percentages of cattle sold from farms marketing specified numbers per farm, by market areas and market classes, 1951*

Market Area	Farmers Selling and Animals Sold by—*									
	Lots of 1		Lots of 2		Lots of 3-5		Lots of 6-10		Lots over 10	
	Farmers	Animals	Farmers	Animals	Farmers	Animals	Farmers	Animals	Farmers	Animals
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
SLAUGHTER CATTLE (OTHER THAN VEAL)										
Tri-Cities	20	3	33	12	20	19	27	66	0	0
Knoxville	40	23	20	16	20	29	20	32	0	0
Chattanooga	46	24	23	19	23	38	8	19	0	0
Nashville	19	2	18	8	26	16	16	21	21	53
Memphis	19	2	15	5	19	10	17	13	30	70
State	25	4	19	8	22	15	17	22	17	51
VEAL CALVES										
Tri-Cities	40	24	50	68	10	8	0	0	0	0
Knoxville	40	38	46	43	14	19	0	0	0	0
Chattanooga	89	97	11	3	0	0	0	0	0	0
Nashville	40	26	38	39	16	23	6	12	0	0
Memphis	31	25	58	42	11	33	0	0	0	0
State	41	34	44	43	13	19	2	4	0	0
STOCKERS AND FEEDERS										
Tri-Cities	0	0	0	0	0	0	50	28	50	72
Knoxville	48	38	5	5	5	6	28	4	14	47
Chattanooga	83	74	0	0	0	0	17	26	0	0
Nashville	22	23	28	28	6	9	33	25	11	15
Memphis	11	11	11	4	45	26	22	23	11	36
State	36	24	12	10	11	8	29	21	12	37
DAIRY AND BREEDING										
Tri-Cities	34	39	17	18	33	17	8	14	8	12
Knoxville	37	40	18	10	18	18	18	21	9	11
Chattanooga	75	35	0	0	0	0	25	65	0	0
Nashville	54	32	21	20	13	16	8	16	4	16
Memphis	60	60	40	40	0	0	0	0	0	0
State	49	38	23	18	13	16	9	16	6	12
ALL CATTLE										
Tri-Cities	29	11	38	33	16	12	11	25	6	19
Knoxville	42	33	26	14	14	16	14	13	4	24
Chattanooga	67	59	12	11	12	12	9	18	0	0
Nashville	31	12	25	18	19	16	14	20	11	34
Memphis	24	5	28	9	18	14	12	12	18	60
State	34	13	26	15	17	15	13	18	10	39

* Data refers to sample farms only.

APPENDIX TABLE 17.—*Percentages of Tennessee farmers selling and percentages of hogs sold from farms marketing specified numbers per farm, by market areas and market classes, 1951*

Market Area	Farmers Selling and Animals Sold by—*									
	Lots of 1		Lots of 2		Lots of 3-5		Lots of 6-10		Lots over 10	
	Farmers	Animals	Farmers	Animals	Farmers	Animals	Farmers	Animals	Farmers	Animals
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
SLAUGHTER HOGS										
Tri-Cities	17	7	0	0	50	12	0	0	33	81
Knoxville	23	2	15	5	8	5	15	10	39	78
Chattanooga	33	3	0	0	33	60	34	37	0	0
Nashville	6	1	4	0	14	1	27	16	49	82
Memphis	3	1	9	3	5	1	21	6	62	89
State	6	1	6	2	12	2	23	10	53	85
FEEDER HOGS										
Tri-Cities	0	0	0	0	50	44	0	0	50	66
Knoxville	27	7	27	32	27	33	0	0	19	28
Chattanooga	40	12	20	26	0	0	20	23	20	39
Nashville	0	0	14	6	6	1	40	19	40	74
Memphis	0	0	17	9	33	18	17	5	33	68
State	12	2	18	13	18	13	21	14	31	58
BREEDING HOGS										
Tri-Cities	0	0	0	0	0	0	0	0	0	0
Knoxville	50	44	50	66	0	0	0	0	0	0
Chattanooga	100	100	0	0	0	0	0	0	0	0
Nashville	100	100	0	0	0	0	0	0	0	0
Memphis	0	0	100	100	0	0	0	0	0	0
State	57	22	43	88	0	0	0	0	0	0
ALL HOGS										
Tri-Cities	22	5	0	0	33	11	12	12	33	72
Knoxville	27	6	23	19	15	16	8	5	27	54
Chattanooga	50	22	10	11	10	25	20	25	10	17
Nashville	6	1	6	1	12	1	29	17	47	80
Memphis	2	1	12	5	8	2	20	6	58	86
State	10	1	11	5	12	3	21	10	46	81

* Data refers to sample farms only.

APPENDIX TABLE 18.—*Average weights of all cattle sold according to age and market classes by Tennessee farmers, by market areas, 1951*

Market Area	Age Groups: Under 6 Months			6 Mos. to 1 Yr.			1 to 2 Years			Over 2 Years			Total		
	Farms Rpt'g.	Animals	Ave. Wt.	Farms Rpt'g.	Animals	Ave. Wt.	Farms Rpt'g.	Animals	Ave. Wt.	Farms Rpt'g.	Animals	Ave. Wt.	Farms Rpt'g.	Animals	Ave. Wt.
	No.	No.	Lbs.	No.	No.	Lbs.	No.	No.	Lbs.	No.	No.	Lbs.	No.	No.	Lbs.
SLAUGHTER															
Tri-Cities	15	131	192	5	45	442	1	9	675	8	71	768	15	256	396
Knoxville	27	152	260	12	81	476	7	26	688	18	53	928	27	312	447
Chattanooga	12	55	168	7	34	418	2	6	500	8	28	804	12	123	436
Nashville	50	273	196	25	224	459	20	315	822	35	199	857	63	1011	586
Memphis	34	136	240	22	280	517	18	381	774	25	209	972	50	1006	662
State	138	747	218	71	664	486	48	737	788	94	560	894	167	2708	576
STOCKERS AND FEEDERS															
Tri-Cities	4	24	155	2	2	530	0	0	0	0	0	0	3	26	326
Knoxville	10	136	112	4	115	336	2	32	600	2	11	1000	14	294	278
Chattanooga	7	47	120	0	0	0	0	0	0	0	0	0	7	47	120
Nashville	11	158	132	17	23	400	1	2	720	1	1	900	18	184	178
Memphis	8	53	235	1	10	500	0	0	0	0	0	0	9	63	476
State	40	418	123	24	150	378	3	34	607	3	12	992	51	614	232
BREEDING															
Tri-Cities	3	19	200	1	4	350	1	3	450	5	37	863	9	63	619
Knoxville	2	9	196	5	62	500	1	8	500	2	4	300	6	83	480
Chattanooga	0	0	0	0	0	0	0	0	0	4	14	712	4	14	712
Nashville	5	16	135	2	18	500	7	22	500	11	48	666	12	104	450
Memphis	1	1	250	0	0	0	0	0	0	2	4	700	5	5	550
State	11	45	189	8	84	492	9	33	490	24	107	758	36	269	526
ALL CLASSES															
Tri-Cities	22	174	187	8	51	472	2	12	618	13	108	808	27	345	430
Knoxville	39	297	195	21	258	417	10	66	584	22	68	932	47	689	375
Chattanooga	19	102	144	7	34	418	2	1	500	12	42	798	23	184	309
Nashville	66	447	152	44	265	453	28	339	680	47	248	807	93	1299	482
Memphis	43	190	240	23	290	516	18	381	774	27	213	971	64	1074	660
State	189	1210	187	103	898	465	60	799	716	121	679	870	254	3591	499

APPENDIX TABLE 19.—*Average weights of hogs sold according to age by Tennessee farmers, by market areas, 1951*

Market Area	Age Groups														
	Under 3 Months			3 to 5 Months			5 Months to 1 Yr.			Over 1 Year			Total		
	Farms Rpt'g.	Animals	Ave. Wt.	Farms Rpt'g.	Animals	Ave. Wt.	Farms Rpt'g.	Animals	Ave. Wt.	Farms Rpt'g.	Animals	Ave. Wt.	Farms Rpt'g.	Animals	Ave. Wt.
	No.	No.	Lbs.	No.	No.	Lbs.	No.	No.	Lbs.	No.	No.	Lbs.	No.	No.	Lbs.
ALL HOGS															
Tri-Cities	3	36	55	0	0	0	4	28	215	1	4	350	8	68	160
Knoxville	11	142	67	1	3	195	11	213	205	2	2	425	20	360	155
Chattanooga	5	31	79	0	0	0	3	41	180	0	0	0	7	72	132
Nashville	14	292	80	4	191	135	43	2015	203	1	5	362	74	2503	181
Memphis	7	117	61	3	131	150	52	2877	198	9	26	337	58	3151	194
State	40	618	71	8	325	143	113	5174	201	13	37	357	167	6154	182

APPENDIX TABLE 20.—*Average weights of sheep and lambs sold according to age by Tennessee farmers, by market areas, 1951*

Market Area	Age Groups											
	Under 6 Months			6 Months to 1 Year			Over 1 Year			Total		
	Farms Rpt'g.	Animals	Ave. Wt.	Farms Rpt'g.	Animals	Ave. Wt.	Farms Rpt'g.	Animals	Ave. Wt.	Farms Rpt'g.	Animals	Ave. Wt.
	No.	No.	Lbs.	No.	No.	Lbs.	No.	No.	Lbs.	No.	No.	Lbs.
ALL SHEEP AND LAMBS												
Tri-Cities	1	18	85	0	0	0	0	0	0	1	18	85
Knoxville	4	141	80	0	0	0	1	4	108	5	145	80
Chattanooga	0	0	0	0	0	0	0	0	0	0	0	0
Nashville	18	795	79	1	44	80	1	6	115	22	845	80
Memphis	4	172	78	0	0	0	1	48	110	7	220	82
State	27	1126	80	1	44	80	3	58	114	35	1228	81

APPENDIX TABLE 21.—*Percentages of livestock sold by the hundredweight by 275 farmers according to market classes and species, by market areas, Tennessee, 1951*

Market Area	Slaughter (Other Than Veal)	Veal Calves	Stockers and Feeders	Dairy and Breeding Animals	All Cattle
	Percent	Percent	Percent	Percent	Percent
CATTLE AND CALVES					
Tri-Cities	93	82	69	0	69
Knoxville	87	62	63	39	66
Chattanooga	79	23	31	0	40
Nashville	90	94	21	7	75
Memphis	95	88	72	0	93
State	91	78	49	15	76

Market Area	Slaughter	Feeder	Breeding	All Hogs
	Percent	Percent	Percent	Percent
HOGS				
Tri-Cities	87	0	0	63
Knoxville	85	0	0	45
Chattanooga	87	6	0	39
Nashville	98	30	0	85
Memphis	99	53	11	94
State	98	13	8	86

APPENDIX TABLE 22.—*Percentages of livestock sold at the farm according to market classes and species, by market areas, Tennessee, 1951*

Market Area	Slaughter (Other Than Veal)	Veal Calves	Stockers and Feeders	Dairy and Breeding Animals	All Cattle
	Percent	Percent	Percent	Percent	Percent
CATTLE AND CALVES					
Tri-Cities	12	21	28	87	34
Knoxville	16	39	70	100	55
Chattanooga	19	77	49	100	56
Nashville	4	39	65	75	20
Memphis	16	23	30	80	19
State	11	37	59	87	29

Market Area	Slaughter	Feeder	Breeding	All Hogs
	Percent	Percent	Percent	Percent
HOGS				
Tri-Cities	37	100	0	77
Knoxville	16	100	100	52
Chattanooga	37	100	*	74
Nashville	1	90	100	22
Memphis	*	56	78	3
State	5	94	84	17

* Less than one percent.

APPENDIX TABLE 23.—*Average number of livestock bought for farm, number of times purchases were made, and number per purchase, by species and market areas, Tennessee, 1951**

Market Area	Average Head Bought Per Farm			Average Number of Purchases Per Farm			Average Head Per Purchase Per Farm		
	Cattle and Calves	Hogs	Sheep and Lambs	Cattle and Calves	Hogs	Sheep and Lambs	Cattle and Calves	Hogs	Sheep and Lambs
	Number	Number	Number	Number	Number	Number	Number	Number	Number
Tri-Cities	6.1	3.5	0.0	1.5	1.0	0.0	4.1	3.5	0.0
Knoxville	4.3	2.4	19.0	2.9	1.5	1.0	1.5	1.6	19.0
Chattanooga	4.6	3.0	0.0	2.9	1.0	0.0	1.6	3.0	0.0
Nashville	8.5	20.4	41.0	1.8	2.4	1.3	4.7	8.5	31.5
Memphis	18.0	26.8	21.6	3.6	2.1	2.0	5.0	12.8	10.8
State	8.2	11.2	27.2	2.5	1.6	1.4	3.3	7.0	19.4

* Number refers to sample data only.

APPENDIX TABLE 24.—*Percentages of livestock bought by the head by 275 Tennessee farmers according to market classes and species, by market areas, 1951*

Market Area	Stockers and Feeders	Veal Calves	Dairy and Breeding Animals	Slaughter	All Cattle
	Percent	Percent	Percent	Percent	Percent
CATTLE AND CALVES					
Tri-Cities	67	0	100	0	95
Knoxville	62	0	89	100	80
Chattanooga	100	100	75	0	82
Nashville	28	0	83	0	51
Memphis	10	0	64	0	18
State	19	100	82	100	41

Market Area	Feeder	Breeding	Slaughter	All Hogs
	Percent	Percent	Percent	Percent
HOGS				
Tri-Cities	100	0	0	100
Knoxville	100	0	0	100
Chattanooga	0	100	0	100
Nashville	96	82	100	95
Memphis	15	93	0	31
State	39	87	83	41