To the Committee on Graduate Study:

I submit herewith a thesis written by Mr. John P. Butterfield and entitled "Co-Operative Marketing of Livestock in Tennessee", and recommend that it be accepted for eighteen quarter hours credit in partial fulfillment of the requirements for the degree of Master of Science, with a major in Agricultural Economics.

L. E. Allred

Major Professor

At the request of the
Committee on Graduate Study,
we have read this thesis,
and recommend its acceptance.

S. W. Atkins

H. R. Duncan.

Accepted by the Committee

Jos. A. Brent

Chairman

COOPERATIVE MARKETING OF LIVESTOCK IN TENNESSEE

-o-

A THESIS

Submitted to the Graduate Committee
of
The University of Tennessee
in
Partial Fulfillment of the Requirements
for the degree of
Master of Science in Agriculture
Department of Agricultural Economics

by

JOHN PHILIP BUTTERFIELD

August 1936

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INTRODUCTION

Purpose of This Study

Cooperative livestock marketing associations in Tennessee have in many instances been successful while some others have failed. This study was, therefore, undertaken to determine the present condition of these associations with their strong and weak points; and to make recommendations for improving their services to their present members.

Methods of Conducting the Study

The data for this study were obtained from personal letters sent to county agents, managers of cooperative marketing associations, and other persons in the State interested in this method of marketing livestock; from publications of the United States Department of Agriculture and other governmental agencies; from literature issued by various state agricultural colleges; from the annual reports of the county agents and marketing specialists of the Extension Department of the University of Tennessee; and from personal interviews with the marketing specialists of the University of Tennessee and others interested in cooperative livestock marketing.

Difficulties in Obtaining Data

In general it has been difficult to obtain an accurate check on the number and kind of cooperative livestock associations in the State. Managers of associations frequently do not reply to letters. Those replying do not always give complete information. County agents do not keep a complete list of cooperative activity in their counties. Lack of time and finances has prevented the author from making a more intensive study

of the situation. Information from several different sources have had to be used to secure fairly accurate information of any one particular county or section of the State.

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Sincere acknowledgments are due Professor C. E. Allred, Head of the Department of Agricultural Economics, and Professor S. W. Atkins, Assistant Agricultural Economist, for their wise counsel, helpful suggestions, and criticisms in the preparation of this report.

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The writer also takes this means of thanking all of the County Agents and others for their cooperation in supplying information without which this report could not have been prepared.

CHAPTER I

LIVESTOCK PRODUCTION AREAS IN TENNESSEE

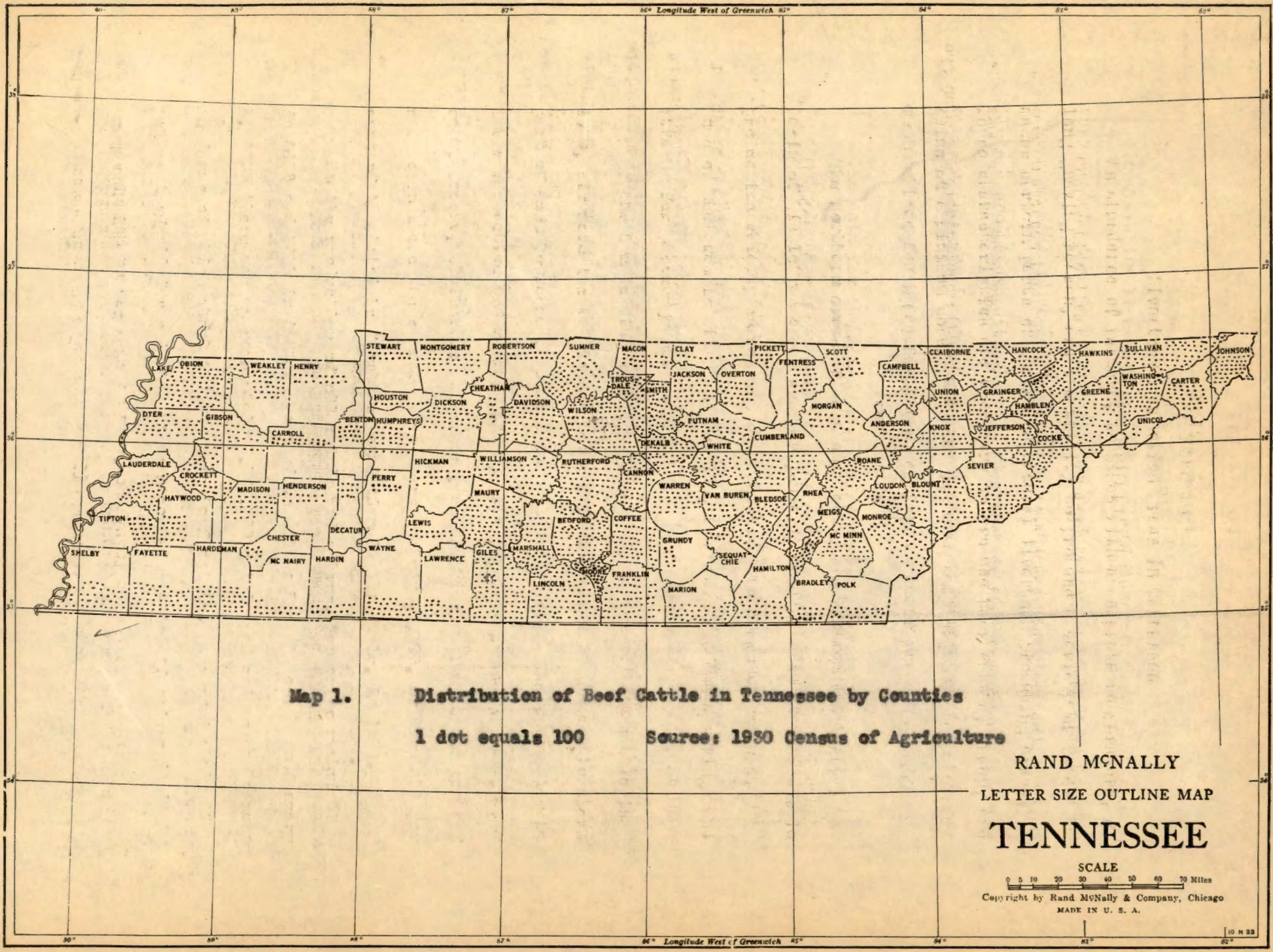
An abundance of pasture, combined with a moderate temperature, a long grazing season, and the ability to produce a variety of feeds makes certain parts of Tennessee natural livestock producing areas. These characteristics are necessary to produce beef cattle, sheep and swine at a minimum cost.

Beef Cattle

The northern areas of West and East Tennessee and the Central Basin of Middle Tennessee are particularly well adapted to beef cattle production chiefly on account of a relative abundance of pasture. Some of the area is hilly and rolling, but there are ample springs and streams for pasturage purposes.

Of the ten leading counties in the production of beef cattle in 1930, six were located in the Central Basin, three in the northeastern part of East Tennessee, and one in West Tennessee. These counties in their respective order are: Wilson, Giles, Bedford, Maury, Obion, Lincoln, Greene, Claiborne, Rutherford, and Hawkins. The number of beef cattle in these ten counties was approximately 87,000, or about 29 per cent of the total beef cattle population in the State, in 1930.

In the production of all cattle and calves, Tennessee ranked 22 in 1930 and 20th in 1935 in comparison with other states. On January 1, 1935 there was approximately 1,233,000 cattle and calves on Tennessee farms of which about 520,000 were beef cattle. Approximately 82 per cent of all farms in the State reported cattle and calves in 1935 as compared with 78 per cent in 1930.



Map 1. Distribution of Beef Cattle in Tennessee by Counties

1 dot equals 100 Source: 1930 Census of Agriculture

RAND McNALLY

LETTER SIZE OUTLINE MAP

TENNESSEE

SCALE

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TABLE I. BEEF CATTLE PRODUCED IN TENNESSEE
Ranking by Counties
1930

County	No.	County	No.	County	No.
1. Wilson	10,833	33. White	4,788	65. Morgan	2,671
2. Giles	10,170	34. Gibson	4,536	66. Union	2,633
3. Bedford	9,729	35. Marion	4,396	67. Haywood	2,566
4. Maury	8,924	36. Cannon	4,376	68. Fentress	2,552
5. Obion	8,821	37. Dickson	4,309	69. Trousdale	2,490
6. Lincoln	8,697	38. Grainger	4,282	70. Lawrence	2,441
7. Greene	7,958	39. Johnson	4,233	71. Hickman	2,429
8. Claiborne	7,388	40. Knox	4,181	72. Robertson	2,310
9. Rutherford	7,209	41. Hancock	4,146	73. Hamblen	2,223
10. Hawkins	7,157	42. Shelby	4,004	74. Scott	2,147
11. Blount	7,150	43. Montgomery	3,943	75. Carroll	2,123
12. Sullivan	7,096	44. Dyer	3,913	76. Benton	2,075
13. Smith	7,077	45. Jackson	3,907	77. McNairy	1,978
14. Davidson	7,045	46. Madison	3,804	78. Henry	1,872
15. Sumner	6,681	47. Lauderdale	3,798	79. Lewis	1,655
16. Franklin	6,419	48. Meigs	3,788	80. Stewart	1,647
17. Sevier	6,306	49. Warren	3,732	81. Hardin	1,629
18. DeKalb	6,171	50. Putnam	3,671	82. Van Buren	1,584
19. Bledsoe	6,065	51. Rhea	3,540	83. Bradley	1,570
20. Williamson	6,050	52. Weakley	3,491	84. Henderson	1,402
21. Monroe	5,954	53. Carter	3,485	85. Decatur	1,276
22. Coffee	5,902	54. Humphrey	3,304	86. Clay	1,217
23. Washington	5,799	55. Wayne	3,286	87. Sequatchie	1,164
24. Marshall	5,598	56. Moore	3,247	88. Pickett	1,154
25. Campbell	5,554	57. Crockett	3,159	89. Houston	1,145
26. Roane	5,487	58. Hamilton	3,024	90. Perry	1,139
27. Fayette	5,189	59. Overton	3,008	91. Grundy	1,081
28. McMinn	4,974	60. Anderson	2,781	92. Chester	981
29. Hardeman	4,925	61. Loudon	2,758	93. Cheatham	978
30. Cumberland	4,923	62. Macon	2,743	94. Unicoi	466
31. Jefferson	4,879	63. Polk	2,741	95. Lake	162
32. Cocke	4,825	64. Tipton	2,735	State	520,000

Source: 1935 Census of Agriculture.

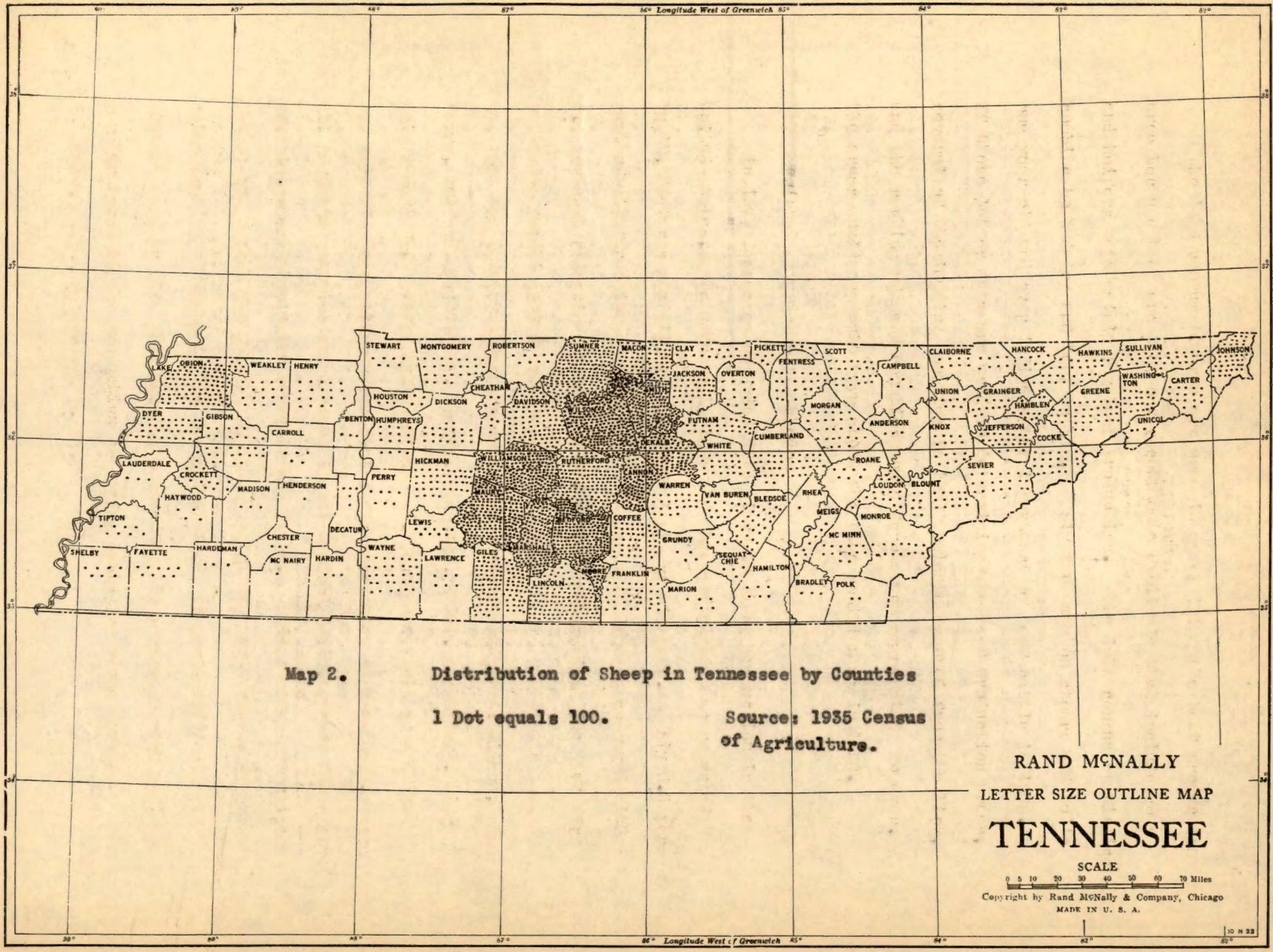
The 1930 census figures are used in determining the beef production area because they are the most recent data available that include cows and heifers kept mainly for beef production. The 1935 census statistics combine both dairy and beef cattle. Only the data on steers and bulls one year old and over indicate the importance of beef cattle in 1935. If these latter data are used in determining the beef production areas, several of the leading counties in 1930 would be dropped from the list, and the ranking of many counties would be changed somewhat. However, the areas would no doubt have about the same position as in 1930.

Sheep

In 1935 Tennessee occupied 29th place in sheep production in the United States. On January 1, 1935 the sheep population as reported by 17,266 farms was 411,088 sheep and lambs of all ages. Only 6.3 per cent of all farms in the State reported sheep in 1935 as compared with 6.6 per cent reporting April 1, 1930. The average size flock per farm reporting was 24 in 1935 and 39 in 1930. (1)

The ten leading sheep producing counties in 1935 were: Wilson, Maury, Bedford, Williamson, Sumner, Marshall, Smith, Rutherford, Lincoln and Giles. These counties had 223,705 sheep of all ages which was a little over half of the total sheep population of the State. All of these counties are located in the Central Basin, one of the most important blue grass areas in the State. This pasture grass is especially suited for grazing by sheep and is the major factor in the concentration of sheep in the Central Basin. The relatively mild winters tend to give this section a considerable advantage over regions farther north in the production of spring lambs for early markets.

1. Brehm, C. E., Tennessee, p. 31.



Map 2. Distribution of Sheep in Tennessee by Counties

1 Dot equals 100. Source: 1935 Census of Agriculture.

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TABLE II. SHEEP PRODUCTION IN TENNESSEE, 1935
Ranking by Counties

County	No.	County	No.	County	No.
1. Wilson	37,614	33. Scott	2,771	65. Sequatchie	876
2. Maury	30,235	34. Putnam	2,672	66. Tipton	842
3. Bedford	29,181	35. Jefferson	2,606	67. Hancock	794
4. Williamson	24,384	36. Warren	2,562	68. Union	780
5. Sumner	21,639	37. White	2,542	69. Perry	751
6. Marshall	19,022	38. Washington	2,412	70. Roane	741
7. Smith	18,727	39. Cocke	2,349	71. Stewart	719
8. Rutherford	17,598	40. Dickson	2,315	72. Shelby	711
9. Lincoln	13,220	41. Fentress	2,314	73. Houston	706
10. Giles	12,145	42. Blount	2,309	74. Hamilton	685
11. Obion	12,004	43. Sevier	2,103	75. Lawrence	685
12. Trousdale	10,583	44. Loudon	1,995	76. Carroll	582
13. Davidson	9,815	45. Henry	1,990	77. Marion	575
14. Cannon	9,462	46. Weakley	1,981	78. Decatur	506
15. DeKalb	9,450	47. Carter	1,764	79. Haywood	455
16. Macon	6,898	48. Humphrey	1,689	80. Grundy	451
17. Coffee	5,152	49. Overton	1,664	81. Campbell	408
18. Hickman	4,364	50. Knox	1,634	82. Benton	371
19. Greene	4,257	51. Claiborne	1,600	83. Lauderdale	366
20. Cumberland	4,117	52. Clay	1,549	84. Bradley	351
21. Dyer	4,067	53. Monroe	1,480	85. Hardeman	325
22. Johnson	3,774	54. Van Buren	1,450	86. Anderson	324
23. Moore	3,525	55. McMinn	1,425	87. Madison	303
24. Sullivan	3,447	56. Grainger	1,361	88. Unicoi	299
25. Jackson	3,438	57. Crockett	1,325	89. Chester	297
26. Wayne	3,419	58. Hamblen	1,250	90. Hardin	296
27. Gibson	3,097	59. Cheatham	1,070	91. Polk	201
28. Morgan	3,017	60. Lewis	996	92. Henderson	170
29. Hawkins	2,949	61. Robertson	995	93. Rhea	159
30. Franklin	2,940	62. Pickett	935	94. McNairy	157
31. Bledsoe	2,890	63. Fayette	927	95. Lake	---
32. Montgomery	2,812	64. Meigs	924	State	411,088

Source: 1935 Census of Agriculture.

Other areas having a considerable number of sheep are the Upper East Tennessee Valley, and the livestock area centering in Obion county, in the northwestern part of the State. These are sections having comparatively ample pastures.

Hogs

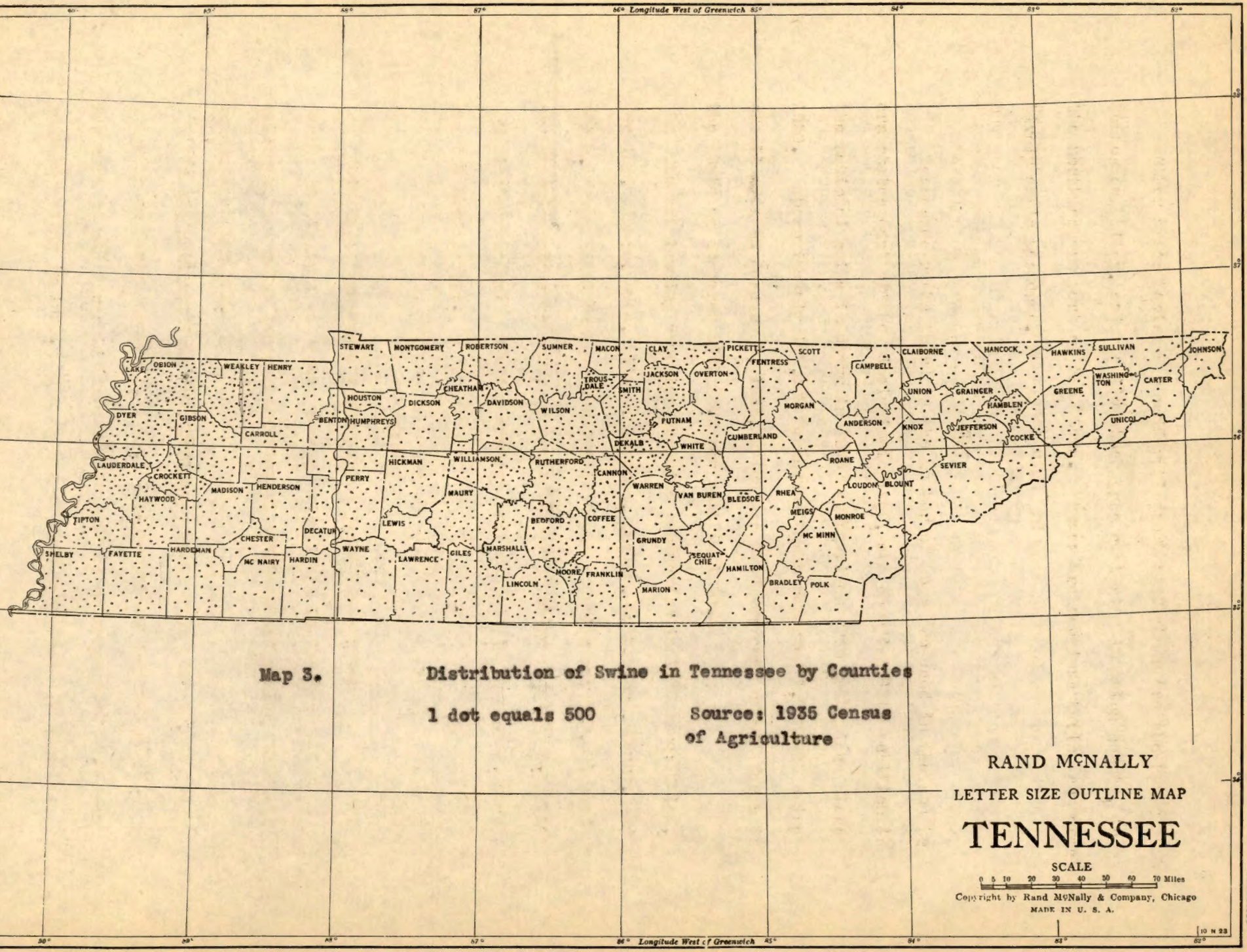
Tennessee ranks third in the number of hogs produced in the southern states east of the Mississippi River, and occupies 12th position in the national swine industry in 1935 having risen from 15th place since 1930. Approximately 163,000 Tennessee farms reported 1,002,283 swine of all ages on January 1, 1935, which was 59.6 per cent of all farms in the State as compared with 58.6 per cent in 1930.

The ten leading counties in swine production in 1935 were: Obion, Weakley, Gibson, Dyer, Wilson, Lincoln, Shelby, Rutherford, Maury, and Smith. The total number of swine in these counties was 250,851 head or approximately one-fourth of the total State swine population. These counties were equally divided between West and Middle Tennessee, each section having five.

Poultry

Chickens: Tennessee ranks second among all southern states east of the Mississippi and south of the Ohio Rivers in the production of chickens, and ships large quantities of chickens and poultry products to northern markets.

In the national industry, Tennessee ranks 16th with 10,810,898 chickens on farms January 1, 1935. Chickens were reported on 87.5 per cent of all farms in Tennessee in 1935 as compared with 88.2 per cent reporting in 1930. The number of chickens raised in 1934 was



Map 3. Distribution of Swine in Tennessee by Counties

1 dot equals 500

Source: 1935 Census of Agriculture

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TABLE III SWINE PRODUCTION IN TENNESSEE, 1935
Ranking by Counties

County	No.	County	No.	County	No.
1. Obion	44,871	33. Hardeman	11,131	65. Trousdale	6,522
2. Weakley	32,432	34. Robertson	11,000	66. Moore	5,996
3. Gibson	23,535	35. Crockett	10,866	67. Cheatham	5,980
4. Dyer	21,633	36. Harden	10,464	68. McMinn	5,961
5. Wilson	21,633	37. Wayne	10,360	69. Grainger	5,764
6. Lincoln	21,490	38. Henderson	10,132	70. Lake	5,717
7. Shelby	21,168	39. Stewart	9,836	71. Hamblen	5,679
8. Rutherford	20,886	40. Macon	9,717	72. Marion	5,507
9. Maury	20,843	41. Benton	9,675	73. Scott	5,431
10. Smith	20,490	42. Decatur	9,528	74. Roane	5,057
11. Giles	19,175	43. Clay	9,384	75. Hamilton	4,803
12. Lauderdale	19,047	44. Coffee	9,114	76. Chester	4,752
13. Williamson	18,976	45. Dickson	9,012	77. Loudon	4,691
14. Fayette	18,846	46. Cannon	8,982	78. Van Buren	4,558
15. Sumner	18,569	47. White	8,789	79. Grundy	4,522
16. Henry	17,705	48. Sevier	8,719	80. Hancock	4,478
17. Hickman	16,870	49. Hawkins	8,635	81. Anderson	4,189
18. Tipton	16,724	50. Lawrence	8,575	82. Lewis	3,585
19. Haywood	16,576	51. Bledsoe	8,528	83. Houston	3,521
20. Jackson	16,509	52. Jefferson	8,456	84. Pickett	3,434
21. Bedford	16,389	53. Knox	8,263	85. Carter	3,392
22. DeKalb	15,935	54. Claiborne	8,129	86. Campbell	3,358
23. Montgomery	15,565	55. Cumberland	7,985	87. Union	3,357
24. Humphrey	13,810	56. Fentress	7,707	88. Bradley	3,300
25. Perry	13,654	57. Blount	7,445	89. Johnson	3,014
26. Madison	13,156	58. Cocke	7,394	90. Morgan	2,784
27. Franklin	13,068	59. Warren	7,342	91. Rhea	2,726
28. Carroll	12,886	60. McNairy	7,177	92. Sequatchie	2,715
29. Marshall	12,104	61. Overton	7,137	93. Meigs	2,695
30. Davidson	12,056	62. Monroe	6,897	94. Polk	2,264
31. Greene	11,671	63. Sullivan	6,793	95. Unicoi	1,098
32. Putnam	11,144	64. Washington	6,772	State	1,002,283

Source: 1935 Census of Agriculture.

16,730,315 birds, and the average size flock per farm reporting was 45 birds as compared to 41 in 1930.

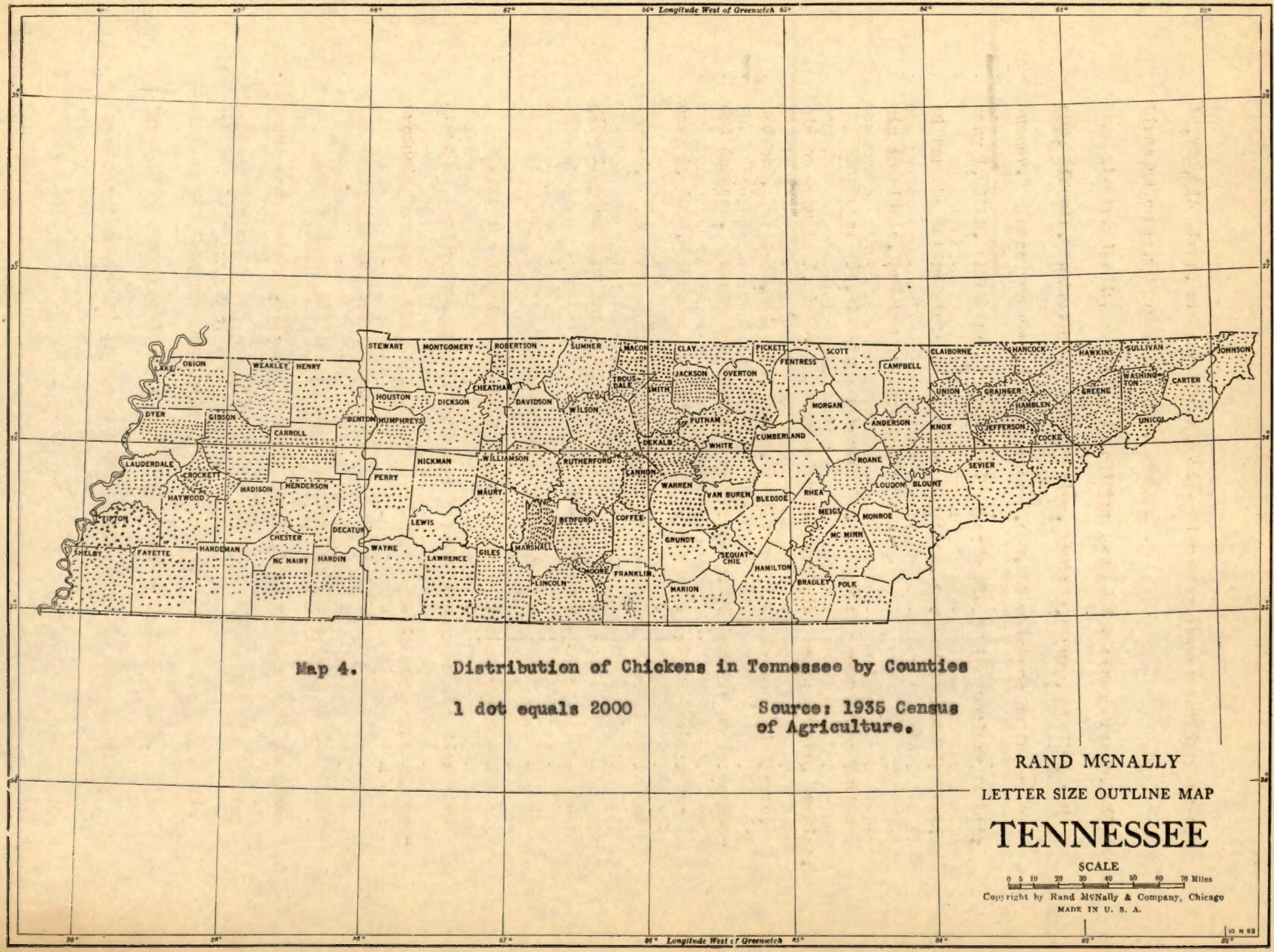
The ten leading counties in chicken production were: Greene, Wilson, Lincoln, Rutherford, Gibson, Giles, Hawkins, Maury, Shelby, and Sumner. These ten counties reported 2,458,235 chickens on farms January 1, 1935, which was approximately one-fourth of the poultry reported for the entire State. Of these counties, two are located in West, six in Middle, and two in East Tennessee.

Turkeys: 15,418 farms reported 72,300 turkeys over three months old on January 1, 1935. The ten leading counties were: Greene, Hawkins, Bedford, Marshall, Lincoln, Maury, Rutherford, Washington, Claiborne, and Johnson. These ten counties reported 37,907 turkeys on farms January 1, 1935, which was approximately 52 per cent of all turkeys reported. Of these counties five are located in the Central Basin and five in the Upper East Tennessee Valley.

Summary of Producing Areas

While the leading counties give a general idea of the leading areas of production, yet to formulate a true picture of the livestock producing areas of the State, the total livestock in each type of farming area must be considered.

From a study of the map of Tentative Tennessee Type of Farming Areas and Table No. VI, Per Cent of State Total of Livestock in Each Type of Farming Area, areas 10 and 14 are found to be the two leading centers of livestock production in the State. These two areas are located in the Central Basin and in the East Tennessee Valley. Both areas are about equal in the per cent of beef cattle and chickens.



Map 4. Distribution of Chickens in Tennessee by Counties

1 dot equals 2000

Source: 1935 Census of Agriculture.

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LETTER SIZE OUTLINE MAP

TENNESSEE

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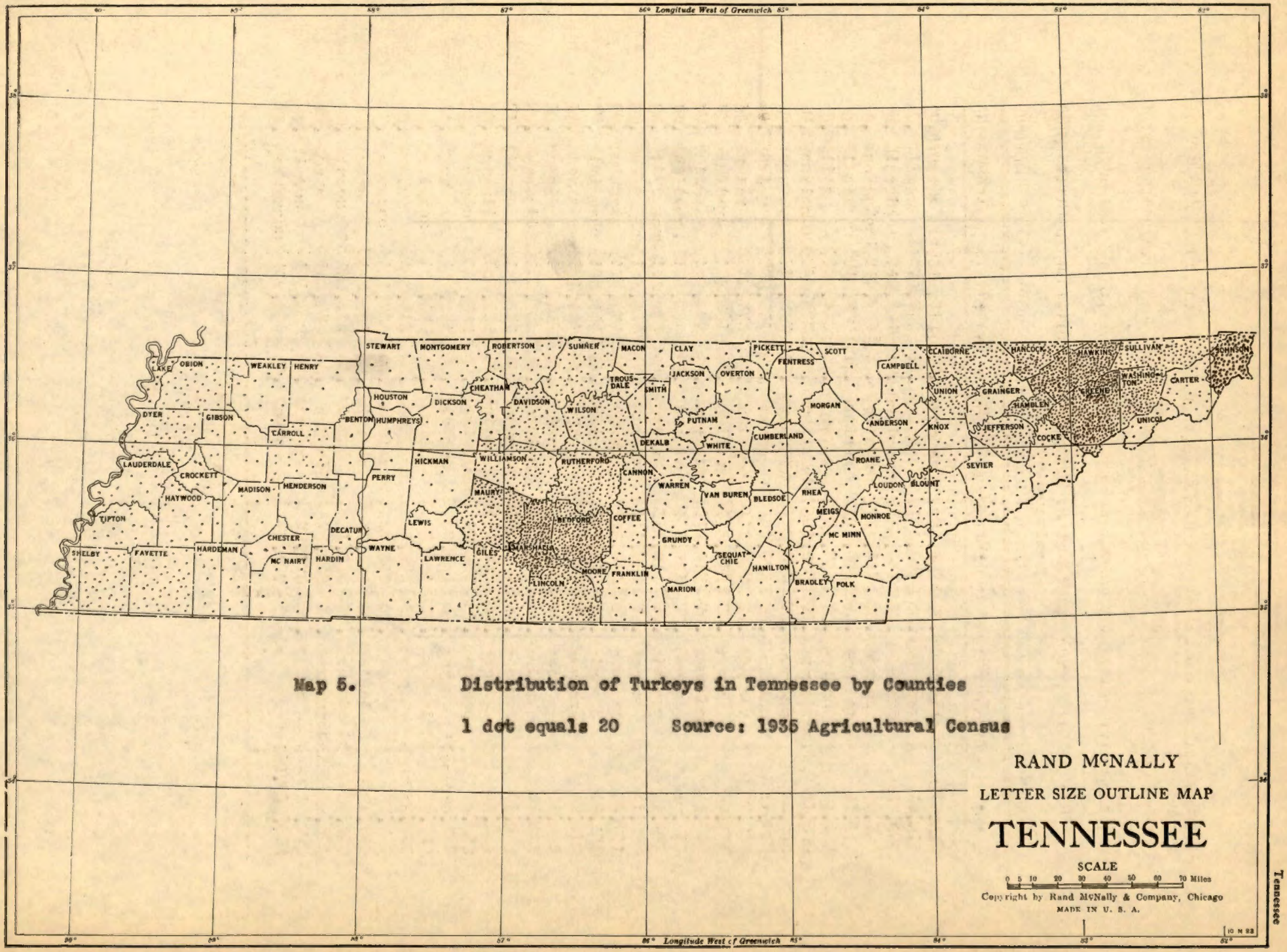
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TABLE IV CHICKEN PRODUCTION IN TENNESSEE
Ranking by Counties
1935

County	No.	County	No.	County	No.
1. Greene	348,719	33. Overton	129,392	65. Anderson	72,416
2. Wilson	279,777	34. Henry	123,033	66. Humphrey	70,811
3. Lincoln	249,983	35. Sevier	122,524	67. Stewart	69,456
4. Rutherford	249,290	36. Robertson	122,117	68. Benton	69,289
5. Gibson	243,936	37. Madison	121,891	69. Bradley	67,110
6. Giles	226,895	38. Fayette	121,734	70. Loudon	63,159
7. Hawkins	222,862	39. Montgomery	121,600	71. Trousdale	61,905
8. Maury	219,647	40. Franklin	120,527	72. Decatur	59,256
9. Shelby	206,351	41. Cannon	120,073	73. Johnson	57,330
10. Sumner	202,775	42. Grainger	115,847	74. Chester	57,028
11. Weakley	195,661	43. Hamilton	115,819	75. Wayne	56,424
12. Smith	189,222	44. Crockett	115,117	76. Cheatham	56,210
13. Sullivan	186,226	45. Blount	113,781	77. Perry	55,310
14. Williamson	184,538	46. Hancock	112,684	78. Bledsoe	51,535
15. Washington	183,428	47. Henderson	111,686	79. Moore	51,066
16. Bedford	179,877	48. Haywood	109,531	80. Rhea	50,601
17. Claiborne	175,444	49. McMinn	107,915	81. Pickett	49,436
18. Knox	171,481	50. Coffee	104,873	82. Marion	45,297
19. DeKalb	168,565	51. White	104,825	83. Polk	44,949
20. Marshall	162,352	52. McNairy	104,313	84. Meigs	43,453
21. Obion	155,376	53. Monroe	103,287	85. Fentress	41,960
22. Carroll	154,120	54. Union	101,748	86. Scott	39,963
23. Jackson	150,686	55. Lauderdale	97,647	87. Houston	35,509
24. Dyer	146,231	56. Dickson	92,808	88. Morgan	33,723
25. Davidson	146,170	57. Hardin	90,194	89. Cumberland	30,878
26. Putnam	143,715	58. Hardeman	88,295	90. Lake	28,823
27. Lawrence	141,764	59. Hamblen	87,848	91. Grundy	27,766
28. Macon	140,461	60. Hickman	85,524	92. Unicoi	26,269
29. Warren	136,818	61. Clay	81,286	93. Sequatchie	22,425
30. Cocke	132,979	62. Campbell	76,322	94. Van Buren	20,505
31. Tipton	131,659	63. Carter	76,175	95. Lewis	19,776
32. Jefferson	130,958	64. Roane	72,480	State	10,810,898

Source: 1935 Census of Agriculture.



Map 5. **Distribution of Turkeys in Tennessee by Counties**

1 dot equals 20 **Source: 1935 Agricultural Census**

RAND McNALLY

LETTER SIZE OUTLINE MAP

TENNESSEE

SCALE

0 5 10 20 30 40 50 60 70 Miles

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TABLE V TURKEY PRODUCTION IN TENNESSEE, 1935
Ranking by Counties

County	No.	County	No.	County	No.
1. Greene	6,903	33. Sevier	438	65. Pentress	178
2. Hawkins	5,295	34. Coffee	437	66. Hickman	175
3. Bedford	5,033	35. Carter	429	67. Gibson	169
4. Marshall	4,090	36. Franklin	404	68. Jackson	165
5. Lincoln	3,558	37. Loudon	379	69. Bledsoe	159
6. Maury	3,219	38. McMinn	378	70. Marion	138
7. Rutherford	2,673	39. White	340	71. Morgan	135
8. Washington	2,496	40. Tipton	334	72. Lawrence	131
9. Claiborne	2,356	41. Smith	322	73. Unicoi	126
10. Johnson	2,284	42. Hardeman	320	74. Lake	122
11. Sullivan	2,064	43. Grainger	317	75. Polk	111
12. Wilson	1,903	44. Anderson	314	76. Trousdale	108
13. Hancock	1,890	45. Lauderdale	313	77. Crockett	102
14. Williamson	1,698	46. Montgomery	310	78. Decatur	100
15. Giles	1,347	47. Moore	296	79. Chester	98
16. Davidson	1,304	48. DeKalb	296	80. Stewart	97
17. Shelby	1,125	49. Haywood	294	81. Macon	92
18. Jefferson	1,032	50. Weakley	274	82. Cheatham	92
19. Sumner	1,031	51. Dickson	253	83. Grundy	92
20. Fayette	999	52. Madison	255	84. Clay	87
21. Union	867	53. Warren	245	85. Wayne	77
22. Hamblen	817	54. Putnam	243	86. Scott	71
23. Obion	769	55. Pickett	240	87. Henry	67
24. Dyer	713	56. Overton	222	88. Lewis	65
25. Carroll	683	57. Meigs	220	89. Benton	56
26. Cocke	661	58. Hamilton	216	90. Henderson	50
27. Blount	638	59. Bradley	208	91. Humphrey	37
28. Knox	573	60. Roane	201	92. Van Buren	29
29. Robertson	533	61. Hardin	193	93. Houston	27
30. Cannon	524	62. McNairy	188	94. Sequatchie	23
31. Campbell	519	63. Rhea	187	95. Perry	10
32. Monroe	465	64. Cumberland	187	State	72,300

Source: 1935 Census of Agriculture.

Area 10 leads in the per cent of hogs and sheep while area 14 leads in turkeys.

The two next areas in livestock production are areas 3 and 11. Area 3 is located in West Tennessee near Memphis and area 11 is the Eastern Highland Rim.

Areas 1 and 15 have the least livestock. Area 1 is the Mississippi Delta and is devoted to the production of cotton, while area 15 is in the Unaka Mountains and consists of self-sufficing and part time farms.

Market Facilities

Tennessee is strategically located for marketing the products of agriculture, being in the approximate geographical center of almost 72 per cent of the total population of the United States.

The railway systems operating in the State according to a listing by the Railroad and Public Utilities Commission numbered thirty-two in 1934. Among the more important were: Tennessee Central; The Nashville, Chattanooga and St. Louis; The Southern; The Illinois Central; The Clinchfield; The Louisville and Nashville; Gulf, Mobile and Northern; and the Mobile and Ohio.[2] These railroads provide transportation facilities for all important areas in the State and make all large markets in the country readily accessible.

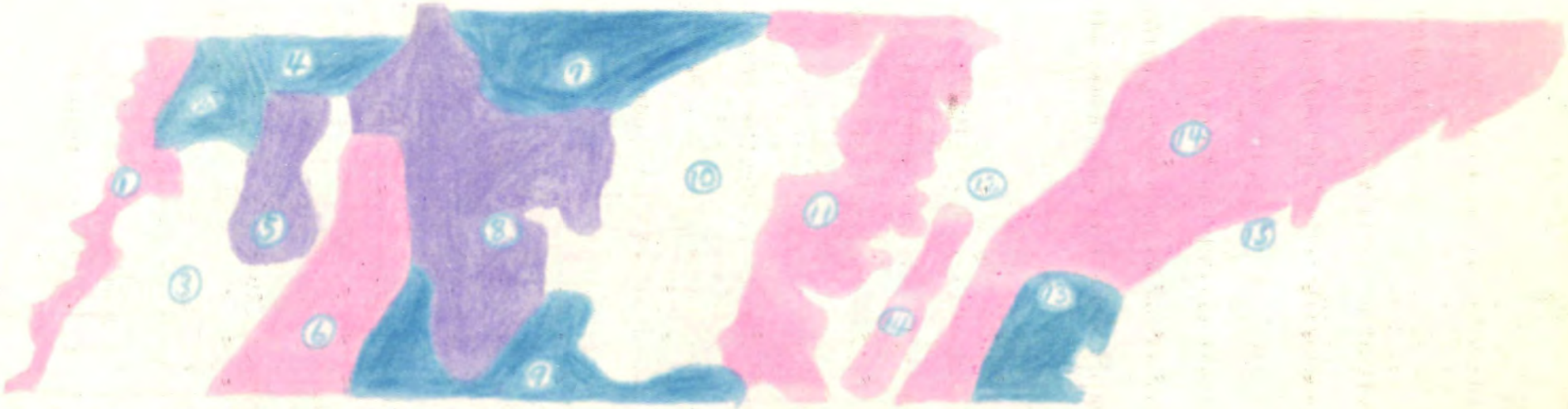
7,226 miles of trunk highways connected the 95 county sites and other important centers of population in 1934. Of this mileage, 2,520 miles were paved with concrete, asphalt or brick; 1,725 miles had an intermediate type of dustless surface, and 2,981 miles were of gravel. The secondary or feeder system of 18,000 miles generally has some type

2. Boyd, W. B., Tennessee, p. 61

TABLE VI SPECIFIED LIVESTOCK: PER CENT OF STATE TOTAL IN EACH TYPE OF FARMING AREA IN TENNESSEE, 1930

Area	All Cattle	Beef Cattle		Hogs		Sheep			Chickens	Turkeys	Area
		Total Est.	Cows & Heifers 2 Years Old and Over	Total	Sows and Gilts	Total	Ewes Over 1 Yr. Old	Lambs born Oct. 1 to April 1 1930	3 Mo. Old and Over April 1 1930	Raised 1930	
1	0.1	0.1	0.1	0.5	0.5	x	x	0	0.3	0.6	1
2	3.6	4.6	4.4	7.0	7.5	4.2	4.3	4.5	2.6	0.8	2
3	10.9	8.7	10.7	11.4	10.0	1.3	1.4	1.1	8.8	2.2	3
4	1.9	1.0	1.3	2.1	2.4	0.7	0.7	0.6	1.5	0.3	4
5	2.4	1.6	2.0	1.2	1.2	0.3	0.3	0.3	2.1	0.4	5
6	2.8	1.8	1.9	2.7	2.4	0.3	0.3	0.3	3.8	0.7	6
7	3.2	2.6	3.0	3.7	3.4	1.9	2.0	1.8	4.2	0.8	7
8	4.0	4.9	5.7	7.8	8.0	4.2	4.3	4.0	4.7	0.5	8
9	3.4	3.0	3.1	3.2	3.0	0.5	0.5	0.5	3.6	0.2	9
10	28.2	28.2	31.0	32.6	34.1	65.7	65.4	67.3	26.6	24.9	10
11	6.6	6.3	7.2	7.6	7.5	4.1	4.1	4.0	10.0	3.9	11
12	2.6	3.2	3.4	3.4	3.4	4.1	4.2	3.4	2.2	2.1	12
13	2.7	2.0	1.5	1.0	1.1	0.5	0.5	0.5	2.1	0.7	13
14	26.6	30.6	27.2	14.9	14.7	11.1	11.0	10.7	26.1	60.2	14
15	1.6	1.3	1.0	0.9	0.9	1.1	1.1	1.0	1.4	2.3	15
State	100	100	100	100	100	100	100	100	100	100	State

TENTATIVE TENNESSEE TYPE OF FARMING AREAS



Source: Adapted from 15th Federal Census Agriculture, 1930.

Map No. 6.

Tenn. No.

1. MISSISSIPPI DELTA--COTTON.
2. OBION-DYER LOESSIAL SOILS--LIVESTOCK - (CORN - HOGS - CATTLE).
3. WEST TENNESSEE BROWN LOAM AREA--COTTON - (DAIRY - TRUCK - FRUIT, NEAR MEMPHIS).
4. HENRY-WEAKLEY--DARK FIRE-CURED TOBACCO, SOME DAIRY, LIVESTOCK, GENERAL FARMING.
5. HUMBOLDT--TRUCK, STRAWBERRIES, SWEET POTATOES, COTTON.
6. WEST TENNESSEE SILT AND SANDY LOAM AREA--COTTON - GENERAL FARMING - (CORN ON BOTTOMS).
7. NORTHERN HIGHLAND RIM--DARK FIRE-CURED, DARK AIR-CURED TOBACCO, WHEAT, GENERAL FARMING, LIVESTOCK, STRAWBERRIES.
8. WESTERN HIGHLAND RIM--SELF-SUFFICING, PART-TIME, GENERAL FARMING, LIVESTOCK, SOME TOBACCO, PEANUTS, (CORN ON BOTTOMS).
9. SOUTHERN HIGHLAND RIM--COTTON, SELF-SUFFICING, GENERAL FARMING, SOME LIVESTOCK,(CORN ON BOTTOMS).
10. CENTRAL BASIN--GENERAL LIVESTOCK FARMING, SOME DAIRY, WHEAT, TOBACCO, COTTON, AND SELF-SUFFICING.
11. EASTERN HIGHLAND RIM--SELF-SUFFICING, PART-TIME, FOREST PRODUCTS, GENERAL FARMING, LIVESTOCK.
12. CUMBERLAND PLATEAU--SELF-SUFFICING, PART-TIME, POTATOES, GENERAL FARMING.
13. SOUTHEAST TENNESSEE VALLEY--COTTON, DAIRY, TRUCK, FRUIT, GENERAL FARMING, SELF-SUFFICING.
14. TENNESSEE VALLEY--LIVESTOCK, GENERAL FARMING, DAIRY, POULTRY, TOBACCO, TRUCK, FRUIT, PART-TIME, SELF-SUFFICING.
14. ----------SEQUATCHIE VALLEY--LIVESTOCK AND GENERAL FARMING.
15. UNAKA MOUNTAINS--SELF-SUFFICING, PART-TIME, FOREST PRODUCTS, TOBACCO, LIVESTOCK

TABLE VII RANKING OF COUNTIES IN LIVESTOCK PRODUCTION IN TENNESSEE, 1935: BEEF CATTLE, SHEEP, SWINE AND POULTRY

County	Beef Cattle	Sheep	Swine	Poultry	County	Beef Cattle	Sheep	Swine	Poultry
Anderson	60	86	81	65	Lauderdale	47	83	12	55
Bedford	3	3	21	16	Lawrence	70	75	50	27
Benton	76	82	41	68	Lewis	79	60	82	95
Bledsoe	19	31	51	78	Lincoln	6	9	6	3
Blount	11	42	57	45	Loudon	61	44	77	70
Bradley	83	84	88	69	McMinn	28	55	68	49
Campbell	25	80	86	62	McNairy	77	94	60	52
Cannon	36	14	46	41	Macon	62	16	40	28
Carroll	75	76	28	22	Madison	46	87	26	37
Carter	53	47	85	63	Marion	35	77	72	82
Cheatham	93	59	67	76	Marshall	24	6	29	20
Chester	92	89	76	74	Maury	4	2	9	8
Claiborne	8	51	54	17	Meigs	48	64	93	84
Clay	86	52	48	61	Monroe	21	53	62	53
Cocke	32	39	58	30	Montgomery	43	32	23	39
Coffee	22	17	44	50	Moore	56	23	66	79
Crockett	57	57	35	44	Morgan	65	28	90	88
Cumberland	30	20	55	89	Obion	5	11	1	21
Davidson	14	13	30	25	Overton	59	49	61	33
Decatur	85	78	42	72	Perry	90	69	25	77
DeKalb	18	15	22	19	Pickett	88	62	84	81
Dickson	37	40	45	56	Polk	63	91	94	83
Dyer	44	21	4	24	Putnam	50	34	32	26
Fayette	27	63	14	38	Rhea	51	93	91	80
Fentress	68	41	56	85	Roane	26	70	74	64
Franklin	16	30	27	40	Robertson	72	61	34	36
Gibson	34	27	3	5	Rutherford	9	8	8	4
Giles	2	10	11	6	Scott	74	33	73	86
Grainger	38	56	69	42	Sequatchie	87	65	92	93
Greene	7	19	31	1	Sevier	17	43	48	35
Grundy	91	80	79	91	Shelby	42	72	7	9
Hamblen	73	58	71	59	Smith	13	7	10	12
Hamilton	58	74	75	43	Stewart	80	71	39	67
Hancock	41	67	80	46	Sullivan	12	24	63	13
Hardeman	29	85	33	58	Sumner	15	5	15	10
Hardin	81	90	36	57	Tipton	64	66	18	31
Hawkins	10	29	49	7	Trousdale	69	12	65	71
Haywood	67	79	19	48	Unicoi	94	88	95	92
Henderson	84	92	38	47	Union	66	68	87	54
Henry	78	45	16	34	Van Buren	82	54	78	94
Hickman	71	18	17	60	Warren	49	36	59	29
Houston	89	73	83	87	Washington	23	38	64	15
Humphreys	54	48	24	66	Wayne	55	26	37	75
Jackson	45	25	20	23	Weakley	52	46	2	11
Jefferson	31	35	52	32	White	33	37	47	51
Johnson	39	22	89	73	Williamson	20	4	13	14
Knox	40	50	53	18	Wilson	1	1	5	2
Lake	95	95	70	90					

of low cost surface although there are still many miles of unimproved country roads (3). This highway system places the majority of farms on or near an improved road and has stimulated the use of busses and trucks.

The four principal cities in the State, Memphis, Nashville, Chattanooga, and Knoxville, have stockyards and packing plants which provide a cash market for a large part of the livestock produced in Tennessee. Although there is considerable slaughter, especially of cattle and hogs, by butchers and small scale packing establishments for local consumption, there is also a rather large trade with other regions.

Feeder and stocker cattle, in addition to being bought by feeders in the State, are sold at Cincinnati, Pittsburg, Louisville, St. Louis and other markets in the eastern corn belt. Local feeders in Virginia, North Carolina, Georgia, Alabama, and other southern states depend upon Tennessee for a part of their supply of stocker cattle. Breeding animals from purebred herds are also supplied to this same southern area (4).

Spring lambs from eastern Tennessee are marketed largely at Jersey City. Middle Tennessee lamb markets are chiefly Louisville, Cincinnati, St. Louis, and Chicago. West Tennessee utilizes about the same markets as Middle Tennessee with more shipments going to St. Louis than to Louisville, or other more eastern markets. Stocker and feeder sheep and lambs as well as breeding ewes and rams are supplied to the states south and east of Tennessee.

Hogs are slaughtered largely within the State in East Tennessee. Middle and West Tennessee ship mainly to Louisville, Cincinnati and St. Louis. There is a fairly large selling of feeder pigs among farmers,

3. Boyd, W. B., Tennessee, p. 30.
4. U. S. D. A. Misc. Pub. No. 205, Economics and Social Problems and Conditions of Southern Appalachians, p. 73.

pigs being transferred from one farm to another without any outside record of the transaction being kept. These pigs, thus sold, are usually raised for home consumption. Packing plants within the State and the demand by packers in other southern and northern states, combined with the demand by butchers for local markets insures the ready disposal of Tennessee hogs. (5).

Poultry is shipped to Chicago and New York in large quantities. Concentration points within the area of high production assemble the birds in carload lots and consign them to the terminal markets. Hatcheries within the State utilize large numbers of the eggs produced during the season of high production.

Chattanooga, Memphis, Nashville, Knoxville, Greenville, Morristown, Cookeville, Dyersburg, Union City, Jackson and other cities and towns are important centers of concentration and shipping or slaughter of all classes of livestock.

5. Brehm, C. E., Tennessee, p. 35.

CHAPTER II

HISTORY AND PRESENT STATUS OF COOPERATIVE MARKETING OF LIVESTOCK

The United States

Early Developments. Farmers' organizations existed in this country as early as the latter part of the eighteenth century. The need for organization effort, however, did not become very evident until about the middle of the nineteenth century. American farmers in many sections of the country had formed agricultural societies of various kinds. These early societies devoted to the improvement of agricultural and rural life, did much to direct the attention of farmers to the possibilities of cooperation in marketing.

Livestock producers joined together in driving their stock to market long before they attempted to sell cooperatively. About the middle of the century cooperative grain elevators began to appear, and from 1870 the development of cooperative marketing associations was rapid and widespread. The early history is a story of rapid development and of almost as rapid decline.

The movement up to 1914 was limited largely to Iowa, Minnesota, and Wisconsin. In 1916 it was estimated that there were 500 farmers organizations shipping livestock cooperatively in the United States. At the peak of the organization in 1923, it was estimated that close to 5,000 associations were shipping livestock cooperatively.

The period of greatest organization activity in fairly recent years dates from 1915 to 1925, during which time more than 50 per cent of all recorded associations were formed. About 81 per cent of all

livestock associations were organized during this period. However, most of these were local shipping associations (1).

The early associations were local in nature and were planned to serve the farmers surrounding a local loading point. The duties of the manager were largely assembling, and loading of members' livestock in carload lots, and consigning it to a commission firm at the terminal market. The commission firm did the sorting, grading, selling, and prorating of receipts to shippers. The local manager then had only to mail the checks and the account of the sale to the members of the association.

Since 1925 there has been a decline in both number of associations and volume of business handled by shipping associations (Table XII). According to official records, there were in 1934 only 1,197 local livestock shipping associations remaining from an estimated peak of nearly 5,000 in 1923. Some of the reasons for the decline in numbers of associations as given by the Farm Credit Administration Cooperative Division are:

> 1. "During the period of enthusiastic organization, too many small shipping associations were set up. The resultant lack of volume, together with inexperienced management, caused many of these associations to be unsuccessful.
>
> 2. With the construction of hard-surfaced highways and the increased use of motor trucks, a much higher percentage of livestock is now being trucked direct from the farm to packers and to local and central markets. In 1934 truck receipts of cattle at 62 markets approximated 36 per cent of the total receipts of cattle. About 44 per cent of the calves arrived by truck, 58 per cent of the hogs, and 22 per cent of the sheep (Tables VIII and IX).
>
> 3. The increase in direct buying, both by local packers and by national packers, during recent years, has been

1. Federal Farm Board Bulletin No. 9, Statistics of Farmers Buying and Selling Associations, p. 5.

largely responsible for the discontinuance of a number of shipping associations in such states as Iowa, South Dakota and Illinois.

4. In several states some of the small shipping associations have been consolidated into larger and stronger associations that serve a wider territory. This has tended to decrease the number of associations, but in some instances has increased the volume of business handled, because of improved services and more frequent shipping" (2).

The local shipping associations are given credit for reducing the spread between the price at the local points and at the terminal markets. They were also of value in familiarizing producers with the difference in market value of different grades and weights of livestock. For the most part, however, the local was simply an assembling and loading association which pooled marketing costs. It failed to exert any bargaining influence upon the terminal market but merely made shipments to be sold by commission firms and dealers. In a strict sense of the term, the efforts of early local associations cannot be classified as cooperative marketing.

Development of Terminal Agencies. Actual cooperative marketing did not begin until 1917, when the Farmers' Union successfully organized two cooperative associations to sell livestock for producers at the terminal markets of Omaha, Nebraska, and St. Joseph, Missouri.

In 1920 four terminal cooperatives marketed approximately 750,000 head of livestock. In 1934 there were 44 producer-owned agencies which together handled over 12,800,000 head of cattle, hogs, and sheep. (3). (Table VIII).

2. Farm Credit Administration Bulletin No. 3, Cooperative Marketing of Agricultural Products, p. 58.
3. Farm Credit Administration Bulletin No. 3, op. cit. p. 60.

TABLE VIII LIVESTOCK HANDLED AND AMOUNT OF BUSINESS BY TERMINAL MARKET COOPERATIVE SALES AGENCIES,(1) 1918 - 1934

Year	Markets	Operating Agencies (1)	Animals Received (2)				Animals Purchased	Total Animals Handled (4)	Amount of Business Handled
			Cattle & Calves	Hogs	Sheep	Total (3)			
	Number	Number	Number	Number	Number	Number	Number	Number	Dollars
1918	3	3	30,528	139,483	7,548	189,283	252	189,535	12,400,249
1919	4	4	63,876	381,127	23,940	563,383	8,504	571,887	35,800,590
1920	4	4	85,313	536,380	29,676	748,255	6,550	754,805	37,878,759
1921	6	6	163,361	912,095	103,101	1,310,628	42,032	1,352,660	36,204,373
1922	13	16	736,982	3,414,016	352,861	4,727,056	86,350	4,813,406	104,888,226
1923	19	23	1,409,322	7,732,437	733,552	9,933,445	103,928	10,037,373	196,904,508
1924	19	26	1,893,326	9,239,070	1,202,616	12,382,304	242,039	12,624,343	236,594,897
1925	21	28	1,881,241	7,377,084	1,350,311	10,666,069	288,150	10,954,212	79,720,654
1926	19	27	2,003,014	6,687,296	1,581,822	10,333,307	328,016	10,661,323	293,249,470
1927	22	28	1,678,094	7,149,561	1,598,465	10,426,120	280,808	10,793,681	274,209,285
1928	22	28	1,751,599	8,483,413	1,686,889	11,921,901	325,267	12,339,000	289,152,931
1929	22	28	1,904,066	8,054,184	2,093,136	12,051,386	577,646	12,755,647	314,522,635
1930	25	31	2,088,411	7,259,731	2,609,604	11,957,746	723,422	12,857,965	273,688,165
1931	27	35	2,238,514	7,216,259	3,040,043	12,494,816	634,422	13,422,677	191,798,158
1932	39	39	2,183,532	6,496,061	3,265,466	11,945,059	567,563	12,925,756	129,181,575
1933	33	42	2,829,246	7,623,235	3,396,859	13,349,340	544,297	14,304,705	138,434,000
1934	33	44	2,548,710	6,153,275	3,189,668	11,891,653	507,628	12,818,274	144,694,873

1. As here used an agency is a complete operating unit. Some associations maintain agencies on more than one market.
2. Includes some animals sold for yard traders.
3. Includes animals not segregated by kind.
4. Includes animals purchased or sold in the country.

Source: Farm Credit Administration Bulletin No. 6. Farmers' Cooperative Business Organizations 1920-1935, p. 66.

The percentage which cooperative sales have been of all sales on public livestock marketshas increased from 17.0 for 1928 to 21.8 for 1934. The percentage of cattle and calves sold by the cooperatively operated agencies shows a steady increase from 9.6 in 1928 to 14.8 in 1934. In the case of sheep the increase was from 11.0 per cent in 1928 to 22.8 per cent in 1934. Cooperative purchases at the same yards increased from 6.0 per cent to 13.8 per cent during the same years (Table IX). The cooperatives handled 30.3 per cent of the total market receipts at South St. Paul in 1934; 28.8 per cent of those received at Cincinnati; and 25.1 per cent of those received at East St. Louis (4).

TABLE IX. PERCENTAGE OF TOTAL LIVESTOCK SOLD AND PURCHASED AT PUBLIC STOCKYARDS HANDLED BY COOPERATIVE SALES AGENCIES, 1928-1934

Year	Stock Yard No.	Sold				Purchased			
		Cattle and Calves	Hogs	Sheep	All Animals	Cattle and Calves	Hogs	Sheep	All Animals
1928	56	9.6	23.2	11.0	17.0	6.3	1.0	9.9	6.0
1929	54	10.7	24.9	12.7	18.1	7.0	1.4	19.7	10.9
1930	53	12.0	23.9	14.1	18.0	9.8	1.5	23.1	13.5
1931	51	13.3	24.9	14.9	18.9	10.3	2.8	17.1	12.2
1932	55	14.2	24.3	18.3	19.9	12.6	5.4	18.7	14.2
1933	55	14.6	24.1	20.3	20.8	11.7	6.2	17.9	13.4
1934	56	14.8	26.2	22.8	21.8	12.0	5.6	17.4	13.8

Source: Farm Credit Administration Bulletin No. 6, op. cit. p. 68.

The livestock cooperative sales agencies have performed a number of important services for livestock producers. They have given stockmen effective representation on terminal price-registering markets. They have improved business methods used in the marketing of livestock, and provided at cost a complete, efficient, and economical sales service. Through improved bargaining power and selling on the basis of grade, unnecessary speculation has been curtailed.

4. Farm Credit Administration Bulletin No. 6, Statistics of Farmers' Cooperative Business Organizations, 1920-1935, p. 67.

A number of representatives of livestock cooperative sales agencies and the leading farm organizations established in 1930 the National Livestock Marketing Association. The National is a capital-stock cooperative owned by its 22 stockholder and member agencies.

At the time of the organization of the National Live Stock Marketing Association, two subsidiary companies were set up; the National Feeder and Finance Corporation and the National Livestock Publishing Association. The National Feeder and Finance Corporation owns the common stock of six regional credit corporations. These agencies in the period from 1930 to 1935 had loaned approximately $100,000,000 to livestock farmers and ranchmen and at the end of August 1935 had outstanding loans of $17,-074,935 (5).

Besides the financing service, the National Livestock Marketing Association has developed a research department and circulates bimonthly reports on current and prospective supply and demand conditions among producers, member associations, agricultural colleges and others. It has in cooperation with other livestock agencies represented livestock producers before Federal agencies on matters of common interest such as freight rates.

From the beginning of operation in 1930, through 1934 the National Livestock Marketing Association has handled, through its stockholder members, 40,920,408 head of cattle, calves, hogs, and sheep, valued at $514,539,258.

The present trend in livestock cooperative marketing is selling through terminal cooperative agencies. Direct buying by packers in areas of high production in the corn belt has brought about a change

5. Farm Credit Administration Bulletin No. 3, Cooperative Marketing of Agricultural Products, p. 64.

TABLE X. NUMBER AND PERCENT OF TOTAL SLAUGHTER OF MEAT ANIMALS UNDER FEDERAL INSPECTION, PURCHASED IN PUBLIC STOCK YARDS, 1923 AND 1933 (6)

Class	1923		1933	
	Number	Percent	Number	Percent
Cattle	8,234,000	89.86	7,225,000	83.40
Calves	3,881,000	86.24	3,616,000	73.60
Hogs	40,571,000	76.07	26,519,000	56.20
Sheep	14,352,000	80.10	13,660,000	78.70

TABLE XI. PERCENT OF TOTAL SLAUGHTER OF MEAT ANIMALS UNDER FEDERAL INSPECTION, PURCHASED DIRECT BY PACKERS, 1923 AND 1933 (6)

Class	Percent 1923	Percent 1933	Percent Increase
Cattle	10.14	16.60	6.46
Calves	13.76	26.40	12.64
Hogs	23.93	43.80	19.93
Sheep	19.90	21.30	1.40

TABLE XII. LIVESTOCK COOPERATIVE MARKETING ASSOCIATIONS IN THE UNITED STATES. ESTIMATED MEMBERSHIP AND BUSINESS

Year	Assoc. Listed	Est. Membership	Est. Business
1915	96	13,438	$ 5,642,000
1925	1770	400,000	320,000,000
1928	2012	450,000	320,000,000
1930	2153	465,000	320,000,000
1931	2014	450,000	300,000,000
1932	1886	450,000	260,000,000
1933	1575	440,000	182,000,000
1934	1371	410,000	162,000,000
1935	1197	410,000	175,000,000

6. Harper, J. D., Status of Cooperative Livestock Marketing, p. 278.

Sources: U.S.D.A. Yearbooks. Farm Credit Administration Bulletins No. 3 and 6.

in the selling methods of local cooperative associations. Direct buying has been met by direct selling by cooperatives. The selling is done at the shipping point or at concentration points. In general this plan involves the centralized selling of livestock, but decentralizes the handling. The central sales office makes the sales and tells the local association where to ship. Associations of this type sell both direct to packers in areas of production and through cooperative terminal agencies.

Cooperative Marketing of Livestock in Tennessee

Some Early Associations. What is said to be the oldest cooperative livestock marketing association in Tennessee, and one of the oldest in the United States, is the Goodlettsville Lamb and Wool Club located at Goodlettsville in Davidson County, Tennessee. This association, formed in 1877 for the purpose of selling lambs and wool cooperatively, was still operating in 1935.

In June 1884, twelve farmers in the neighborhood of Melton, Rutherford County, Tennessee, organized a Beef Club Ring to furnish its members with fresh beef during a period when garden vegetables began to get scarce. This organization has been in successful operation for over 45 years.

Mt. Juliet, located 18 miles northeast of Nashville, in Wilson County, has one of the oldest lamb and wool clubs in Tennessee that has continued in active business since its organization in 1891 which was 14 years after the Goodlettsville club was started.

In 1918 a Livestock Breeders Association was formed in Overton County with 30 members. This organization was not only interested in

the improvement of the livestock in the county but also sold livestock, mainly sheep, cooperatively. This association failed in 1924 due to the lack of time devoted to its management.

The Rutherford County Cooperative Poultry Association located at Murfreesboro, Tennessee, began in 1921 as an egg circle with seven members. The association was incorporated on July 22, 1922, and is believed to be still in operation.

In 1924, a poultry association was organized at Livingston, Overton County, with 19 members for the purpose of improving the breed of poultry in the county. The association failed in 1927 due to the fact that the members could not decide what breed they wanted to specialize in raising.

The efforts to organize cooperative livestock marketing associations in Tennessee has resulted in some success and in other cases in failure. Local unincorporated organizations operate for a few years and then in many cases fail. It is therefore hard to determine the extent to which the State has been organized or the number and types of organizations formed.

The local character of much of the trade in farm products, the noncommercial type of agriculture in many sections, and the problems inherent in cooperative organization are effective obstacles to progress in cooperative effort.

Trend 1920-1930 in Sales of All Farm Products. The 1930 census reports that 3,552 Tennessee farms sold $1,381,835 worth of farm products of all kinds compared with 15,303 farms in 1925 and 1,255 farms in 1920 selling respectively $7,181,922 and $607,671 worth of farm products (Table XIII). These data show that the period of greatest

organization activity must have been about 1925 from which peak there has been a sharp decline in the number of farms selling cooperatively and in the volume of business done.

TABLE XIII. SALES THROUGH FARMERS' ORGANIZATIONS BY TENNESSEE FARMS; PERCENTAGE OF ALL FARMS REPORTING SALES

Year	Number Farms Selling	Value of Products Sold	Percent of all Farms	Average Value of Sale
1920	1,255	$ 607,671	.5	$484
1925	15,303	7,181,922	6.1	469
1930	3,552	1,381,835	1.4	389

Regional Distribution of Sales, 1930. The region of greatest cooperative sales in 1930 was the Central Basin of Middle Tennessee. This section is the leading livestock center of the State and also produces tobacco and cotton as a cash crop. The cooperative sale of these and other agricultural products makes this the leading area in the value of products sold cooperatively by farmers.

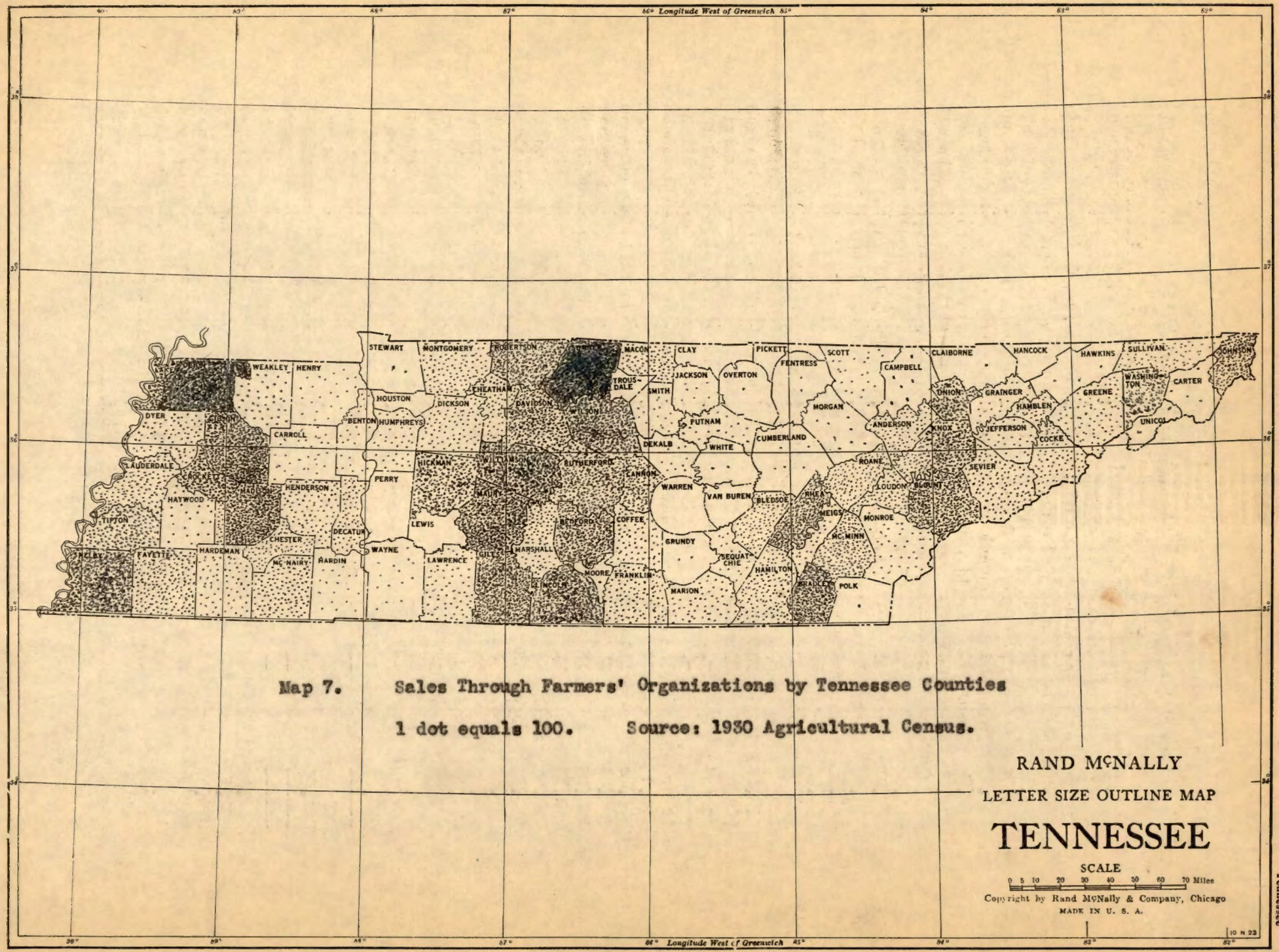
The fruit and vegetable, livestock, tobacco and cotton cooperatives of Obion, Gibson, Lake, Crockett and Madison counties of West Tennessee makes this the second area in value of agricultural products sold from farms.

The third area in value of farm products sold cooperatively in Tennessee is found in the East Tennessee Valley. Here are found poultry, dairy, livestock, tobacco, truck and fruit cooperative associations. (Table XIV, Map 7).

Recent Trends. The United States Department of Agriculture and the Federal Farm Board estimated that there were 132 farmers' cooperative organizations in Tennessee with 35,970 members doing a volume of business

TABLE XIV. SALES THROUGH FARMERS' ORGANIZATIONS BY COUNTIES, NUMBER OF FARMS, AND VALUE OF SALE, 1930

County	No. Farms	Value of Sale	County	No. Farms	Value of Sale
Anderson	19	$ 6,899	Lauderdale	28	$ 9,980
Bedford	71	26,813	Lawrence	20	5,150
Benton	11	2,355	Lewis	--	-----
Bledsoe	105	9,615	Lincoln	55	40,573
Blount	93	26,549	Loudon	27	6,120
Bradley	118	32,426	McMinn	29	13,131
Campbell	4	691	McNairy	39	12,171
Cannon	32	11,354	Macon	59	7,317
Carroll	15	3,035	Madison	108	45,564
Carter	4	486	Marion	32	5,336
Cheatham	4	5,828	Marshall	28	8,440
Chester	31	6,996	Maury	89	72,959
Claiborne	1	150	Meigs	8	2,044
Clay	-	---	Monroe	19	4,185
Cocke	38	7,868	Montgomery	22	10,573
Coffee	32	5,973	Moore	1	125
Crockett	28	15,858	Morgan	8	694
Cumberland	10	512	Obion	160	100,211
Davidson	55	34,458	Overton	2	90
Decatur	7	6,565	Perry	-	--
DeKalb	7	1,025	Pickett	-	--
Dickson	23	8,504	Polk	1	44
Dyer	8	7,740	Putnam	17	1,845
Fayette	37	16,590	Rhea	130	44,582
Fentress	4	222	Roane	7	10,980
Franklin	36	10,932	Robertson	64	30,594
Gibson	68	49,916	Rutherford	70	37,669
Giles	110	54,504	Scott	20	2,230
Grainger	6	1,615	Sequatchie	23	1,474
Greene	10	6,935	Sevier	44	11,895
Grundy	2	292	Shelby	45	66,885
Hamblen	22	2,399	Smith	6	1,870
Hamilton	45	13,979	Stewart	1	200
Hancock	--	------	Sullivan	15	6,998
Hardeman	10	6,373	Sumner	640	197,785
Hardin	4	1,950	Tipton	31	14,960
Hawkins	3	350	Trousdale	--	------
Haywood	6	2,395	Unicoi	2	128
Henderson	23	7,310	Union	51	12,287
Henry	6	2,395	Van Buren	--	------
Hickman	78	37,144	Warren	--	------
Houston	--	------	Washington	29	14,522
Humphreys	22	3,187	Wayne	4	1,400
Jackson	5	808	Weakley	19	4,173
Jefferson	12	2,350	White	6	289
Johnson	57	10,454	Williamson	128	50,991
Knox	37	15,091	Wilson	103	35,519
Lake	9	8,412			



Map 7. Sales Through Farmers' Organizations by Tennessee Counties

1 dot equals 100. Source: 1930 Agricultural Census.

RAND McNALLY

LETTER SIZE OUTLINE MAP

TENNESSEE

SCALE

0 5 10 20 30 40 50 60 70 Miles

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equal to $17,540,000, in 1930. Of these associations reported 8 were listed as livestock and 5 as poultry (Table XV).

In 1932-33 the Farm Credit Administration reported Tennessee as having 98 farmers' cooperative organizations with a membership of 60,000 and an estimated volume of business of $9,650,000 (Table XVI). Seventy-six farmers' cooperative organizations with a membership of 62,420 and an estimated volume of business of $14,890,000 was reported by the Farm Credit Administration in 1934-35.

In 1933 the Tennessee State Department of Agriculture estimated the number of cooperative marketing associations in operation at 249 with 12,872 members. They marketed cooperatively $136,674 worth of seeds and materials and supplies. Grain and feed sold through these cooperatives totaled over $60,000; cotton $200,000; dairy products $335,000; livestock $256,000; fruits and vegetables over $241,000; poultry and poultry products $92,810; and home products $18,165. These amounted to $1,339,649 (7). According to this listing the sale of livestock was second in importance of all agricultural products sold cooperatively in 1932-33. Dairy products was the leading farm produce in value of cooperative sale. The 1934-35 listing of the Farm Credit Administration places livestock fourth in importance in volume of business done by Tennessee cooperative marketing associations. Cotton was the leading product reported, followed by dairy products, tobacco, and then livestock (Table XVI).

These differences in the number of cooperative associations and the volume of business reported in the State are perhaps due to the listing of only the larger and more successful associations by the Federal authorities and the inclusion of some small local unincorporated

7. Boyd, W. B., Tennessee, p. 36.

TABLE XV. FARMERS' BUSINESS ASSOCIATIONS IN TENNESSEE 1930 - 31 (*)

Commodity	Number of Associations	Number Members	Value of Business ($1,000)
Cotton and Cotton Products	5	6,400	$ 6,800
Dairy Products	26	5,200	1,100
Forage	1	200	10
Fruits and Vegetables	46	5,400	950
Grain	2	140	50
Livestock	8	1,100	250
Nuts	1	200	---
Poultry and Poultry Products	5	800	40
Tobacco	2	3,000	2,000
Wool and Mohair	10	2,000	120
Miscellaneous Selling	17	3,380	1,180
Miscellaneous Buying	9	8,150	1,040
Total	132	35,970	$ 17,540

* Source: U.S.D.A. Cir. No. 121, p. 8, 1930.
Federal Farm Board Bul. No. 9, p. 77, 1932.

TABLE XVI. FARMERS' MARKETING AND PURCHASING ORGANIZATIONS IN TENNESSEE, 1932-33, 1934-35

Group	Number of * Associations		Estimated ** Membership		Est. Value of Business (1,000)	
	1932-33	1934-35	1932-33	1934-35	1932-33	1934-35
Cotton and cotton products	3	2	20,000	30,000	5,130	$11,220
Dairy Products	14	13	3,600	4,320	1,180	1,310
Forage Crops	1	---	200	-----	50	-----
Fruits and Vegetables	34	25	3,720	3,400	760	500
Grain	1	1	50	60	10	---
Livestock	6	4	7,000	3,900	320	470
Poultry and poultry products	1	1	20	1,400	10	70
Tobacco	2	2	14,000	10,000	1,600	660
Wool and Mohair	11	8	2,000	1,500	40	130
Miscellaneous Selling	17	10	3,300	1,850	350	310
Miscellaneous Buying	8	10	6,110	6,000	200	220
Total	98	76	60,000	62,420	9,650	14,890

* Including independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations but not subsidiaries nor associations renting unsold property.

** Including members, contract members, shareholders, shippers, consignors and patrons.

Source: Farm Credit Administration.

associations by the State Department of Agriculture. Even the State list does not include all associations marketing livestock cooperatively. Thus the actual number of farmers' associations in the State are no doubt in excess of the 76 listed by the Farm Credit Administration in 1934-35.

Type of Associations. Until 1930 most livestock associations were local shipping associations. In 1931 the Tennessee Turkey Growers Association was organized. In 1933 the Tennessee Poultry Producers Association which markets both chickens and turkeys was organized. This association is set up on the centralized plan of organization with individual producers being members of the main marketing office. It has largely absorbed the original turkey growers association.

The Tennessee Livestock Producers Association at Nashville was organized in 1931. This association is a terminal market cooperative livestock selling agency and producers hold direct membership in the association.

The Eastern Livestock Shippers Association, organized in 1931, is operating in Tennessee. Selling agencies are located at Baltimore, Md., Lancaster, Pa., and Jersey City, N. J. Some of the local shipping points are Rogersville, Bristol, Greenville and Jacksboro.

The modern trend in the State is following the national trend of selling through terminal market cooperative commission firms. However, there is a slight variation of this method of selling beginning to appear in the State. Local buyers are demanding the right to bid on cooperative shipments of livestock. In response to this demand some associations are receiving bids at the shipping point from local dealers and packers. This may in time develop into a regular sales method and result in increased direct packer buying in Tennessee.

CHAPTER III

COOPERATIVE MARKETING OF SHEEP AND WOOL IN TENNESSEE

Economic Need. A cooperative association is said to fill an economic need if marketing costs are excessive, or there is a waste in marketing which could be reduced by cooperative action, or increased services can be rendered which will benefit the producer (1).

Some Examples of How the Need was Met Through Cooperation. In 1877, at Goodlettsville, Tennessee, a shipping association was organized for the purpose of selling wool and lambs cooperatively. The reason given by members of the organization for the formation of the club was a too wide spread in the price paid by the local dealer and the price received by the local dealer at the terminal market.

In 1891, at Mt. Juliet, Tennessee, another cooperative lamb club was organized. The reason given for the organization is similar to that given by the Goodlettsville club.

Proof that these same conditions still exist today is not lacking. Frequently local buyers, and they are numerous, do not offer the farmer as high a price as he can receive for lambs and wool through cooperative sales.

It is estimated by the Sullivan County Lamb and Wool Club, that the cooperative selling of 1,540 lambs and 17,000 pounds of wool in 1935 gave a savings of $2,000.00 to its members (2).

On August 8, 1935 at Crossville, Tennessee, trucker prices for stocker and feeder ewes were $5,00 per hundredweight. Prices received

1. McKay, A. W., and Lane, C. H., p. 390.
2. Baker, G. C., County Agent Sullivan County, Annual Report, 1935. Annual Reports of County Agents are filed in the U.T. Extension Dept.

by the 150 copperating farmers ranged from $6.50 to $7.00 per hundredweight and effected a savings of $1,284 for the producers (3).

Smith county farmers sold 6,240 lambs cooperatively at an average price of 50 cents per hundred pounds above the Nashville market (4).

Cumberland, Morgan, Scott, and Fentress counties pooled their wool to be sold cooperatively. On the day of the sale the local price was 15 to 22 cents per pound. The 100 cooperating members of the pool received an average price of 29 cents per pound and effected $600.00 savings.

Clay county reports that 10 farmers saved $99.00 by pooling 900 pounds of wool.

Six Pickett county farmers received seven to nine cents more per pound for their wool by selling cooperatively than selling to local buyers.

In White county the local price of wool was 22 cents per pound. Cooperative sale of wool brought a price of 29.75 cents and effected a savings of $125.00 for the members of the pool.

The tri-county wool pool of Cannon, Coffee and Rutherford counties sold 15,000 pounds of wool for the average price of 23.35 cents per pound. The local price before the sale was 17 cents per pound.

This difference in price offered by local buyers and prices received by cooperatives is thus not localized in any one section of the State but is general over the State. The reason for cooperatives obtaining an increased price is perhaps found in the increased services rendered to members and in the volume of the product handled.

3. Lyons, R. L., County Agent Cumberland County, Annual Report, 1935.
4. Semmons, C. L., County Agent Smith County, Annual Report, 1935.
Annual Reports of County Agents are filed in the U. T. Extension Dept.

Cooperative organizations in Tennessee follow a practice of strict grading and classification of both lambs and wool. Grading demonstrations, sponsored by the Farm Bureau, County agents, the University Extension Department, and cooperative managers, are held each year in sheep production areas. In 1935, 24 counties held spring lamb improvement meetings. Five wool shows were held over the State at Union City, Columbia, Gallatin, Knoxville, and Greenville. Quality production and strict grades has attracted outside buyers to sales where they know that they can obtain a quality product in a fairly large volume. Hence, Tennessee cooperatives handling spring lambs and wool have experienced little difficulty in obtaining a fair price for their patrons.

The results of the quality lamb production program in Tennessee is readily seen from a statement in the annual report of the sheep specialists of the state in 1933.

> "When these lambs arrived in New York, the live market was $7.50 for California lambs and a bit less for fed lambs. The run of Tennessee lambs arrived on three successive days at which time the live market advanced 50 cents per day or to $8.50. A week later Tennessee lambs advanced to $9.00 and ten days later to $9.50. Buyers on the New York market stated that the advance was due to the superior quality of Tennessee lambs.
>
> There was a marked superiority in color, weight and yield of these lambs when compared with lambs from other sections. Yields on 363 head of lambs, all but 24 head dressed 54.7 per cent, and all but 24 head fell into choice and good carcass grades, 32 to 42 pounds.
>
> The lamb trade in New York was inactive at $14.50 when these Tennessee lambs arrived. The quality of Tennessee lambs caused the lamb meat trade to advance to $18.50 per hundred at which figure the trade was very active." (5)

5. Flanery, C. C., Annual Report 1933 Agricultural Extension Service, Col. of Agri., U. of Tenn., p. 173.

By improving local handling and marketing services, by improving services to the producer, and by reducing the spread in marketing costs, and thus increasing the net price received by the producer, cooperative lamb and wool organizations have filled an economic need of the Tennessee farmer.

Organization and Financing

Lamb Clubs. Cooperative lamb clubs and pools in Tennessee are for the most part voluntary shipping associations. These associations are unincorporated for the most part, and their continued existence depends upon the support of the farmers in the community where located and upon the performance of services to the patrons. The organization is usually sponsored by the local Farm Bureau or county agent. The custom is to elect a president and secretary and a three-man shipping committee. Assistance is given by the Agricultural Extension Service of the University of Tennessee if necessary. However, the Extension Service and county agents remain in the background as much as possible.

Due to the informal nature of the organization and to its seasonal service little or no financing is required by these locals. In reality these agencies are expense and grading pools. Expenses are prorated according to the volume of business and savings are prorated by the grade of product and volume of business.

However, in some counties of the State, sheep are shipped and sold by incorporated cooperative associations. Such associations handle all classes of livestock and operate throughout the year. These agencies are usually organized on a county basis with headquarters at the county seat. Such associations are to be found in Sullivan, Washington, Greene, Hawkins, Cocke, Loudon, McMinn, Madison, Sumner, Cumber-

land and Robertson counties.

Some of these organizations began as a local unincorporated lamb pool or shipping association and, as the volume of business increased, were later incorporated to protect the interests of the patrons. Others of these associations were incorporated at the time of organization.

The articles of incorporation and the "By-Laws" of these associations are all similar and are copies of a model form supplied by the Agricultural Extension Service of the University of Tennessee.

Associations set up under this form comply with the provisions of the Capper-Volstead Act.

Many of these county livestock shipping associations are members of the Eastern Livestock Shippers Association which is a combination of both the federated and central type of cooperative organization in that both local associations and individual producers are direct members of the central agency.

The financial arrangement provides for the setting up of reserves through deductions to be made from proceeds of sales or purchases made through the association for or by its members. Such deductions are made for maintaining and operating the business of the association, including depreciations, repairs, replacements, and interest on indebtedness. Reserves may be used for any proper business purpose of the association as decided by the board of directors.

Wool Pools. These cooperative associations are usually located at the county seats of the important sheep counties. The local pools are, for the most part, incorporated and are members of the society known as the Tennessee Wool Growers Association. Participation in these wool pools is voluntary and the members of pools each year may vary considerably.

Wool pools are mainly expense pools in which all expenses are prorated to members on the basis of the volume of business. Savings are made on the grade of wool sold. Expenses are seldom over one cent a pound, although in some cases two and three cents a pound expense has been reported. The main expense of a wool pool is that of grading and sorting of the wool.

The operation of these pools has always been closely tied up with the Marketing Department of the State Agricultural Extension Service. However, the supervision of sales was turned over to the sheep specialists of the State in 1935 and in 1936.

Control

The control of cooperative associations marketing sheep and wool is vested in the hands of the members of the associations. Some supervision and aid is sometimes given by the County Agent, Farm Bureau, or the Agricultural Extension Service. This supervision is reduced to a minimum. Associations need some aid in organization and they may and do frequently ask for outside help. An example of this outside help is the formulation of sales policies for the wool pools and the actual selling of the wool by the sheep specialists of the State with the approval of bids by a sales committee. Local lamb clubs often ask for aid in grading lambs on shipping days.

Incorporated associations are managed by a business manager who is selected by the board of directors, which is in turn elected by the members.

Lamb and wool pools customarily elect a president, secretary and treasurer, and a sales committee composed of three men. In some

counties the sale of lambs and wool is sponsored and managed by the local farm bureau without any formal organization.

Sales Policies

All organizations selling lambs assemble, sort and grade lambs on certain specified dates. Each association or agency holds from two to five pools, about two weeks apart, during the shipping season.

The grades of sheep used are choice, good, medium, and common. A choice lamb will weigh from 75 to 85 pounds and have an even covering of flesh. The lamb will be fat and of good quality. A good lamb is one with good quality but lacks a little in covering of flesh. A medium lamb is, as the name implies, of medium quality and covering of flesh. A common lamb is one that will have "little kill" or barely gets by the grader. Such lambs are sometimes known as culls or throw-outs and associations discourage members from offering such animals for sale through cooperative pools or sales.

Choice lambs are marked with a blue circle on the head, good lambs with a red circle and medium lambs are not marked. Common lambs are marked with black on the shoulder.

As lambs are brought to the shipping point, they are graded by an experienced grader and placed in their designated cars or lots. The grader is a person who has been trained in the work by the County Agent, Farm Marketing Specialists of the Agricultural Extension Service or may in some cases be the Farm Marketing Specialists.

Several different policies are followed in making sales. It is a common practice to ship direct to a terminal market by most associations. East Tennessee lambs are as a rule sent to Jersey City or Cincinnati.

However, if a local buyer will offer a price which the sales committee thinks is equal to the price the association will receive at the terminal market, less transportation and commission costs, the shipment might be sold at the shipping point.

Middle Tennessee cooperative associations have had to face a somewhat different situation than those located in East or West Tennessee. This problem deals with the direct sale of lambs at the terminal market at Nashville and will be discussed in a later chapter.

There is located on the Nashville Market the Producers Livestock Commission Agency which is a terminal cooperative selling agency. This organization ordinarily handles between 20 and 30 per cent of the business done at the Nashville Stock Yards. Many farmers and producers in Middle Tennessee utilize this agency in making cooperative sales by direct delivery by truck thus eliminating the local shipping association.

In West Tennessee Obion and Henry counties usually sell lambs cooperatively. This activity in these counties is sponsored by the Farm Bureau and conducted through a local unincorporated club. In Madison county shipments are made through the county livestock shipping association.

In general, each association and section of the State is faced with its own problems which are peculiar to them alone and must be solved separately.

In the past the usual procedure was to hold wool pools in conjunction with lamb pools. In 1935, the selling of wool was turned over to Mr. C. C. Flanery, the state sheep specialist. In order to dispose of the wool more promptly and in a more satisfactory manner, several small wool pools were combined to secure a larger volume of product at

one shipping point. Sales were made on four grades of wool, clear, light burry, medium burry, and hard burry. Sealed bids were received and the highest bidder received the grade of wool for which his bid called.

In 1936 the marketing method was again changed. Wool was received and graded at as many as fifteen or twenty local concentration points. Buyers were notified that bids would be received by phone on a set date at a certain place. On this date buyers phoned Mr. Flanery and were told the amount, kinds and location of wool for sale. With this information bids were made. In this manner the wool in 10 or 12 local pools was sold at one time. By using this procedure, wool sales were completed in about two or three weeks less time than in previous years.

Volume of Business of Lamb Clubs

The volume of business handled annually by associations of all types dealing in lambs varies. In 1935 lambs were marketed cooperatively in about 25 counties of the State. Tennessee shipped 9,816 head of sheep and lambs to the New Jersey market through the cooperative terminal marketing agency of the Eastern Livestock Marketing Association. In 1934 the shipment of sheep to this agency from Tennessee amounted to 7,626 head. The per cent gain in 1935 was 28.7 per cent.

Up to the present time it has not been possible to obtain data on the numbers of lambs marketed through the cooperative agency on the Nashville market. Any effort to determine the number of lambs or percentage of any years lamb crop sold cooperatively must at best be approximate. In East Tennessee the concensus of opinion is that more lambs are sold through cooperative sales than are sold through the stockyards. A fairly safe estimate might place the number sold cooperatively between

TABLE XVII. SPRING LAMB SHIPMENTS FROM TENNESSEE COUNTIES 1935

Counties	Quantity	Returns
Sullivan	1,540 head	$9,538.30 net
Sevier	20,000 pounds	
Loudon	1,780 head	$15,616.00
Claiborne	77 head	
Jefferson	No Data	$4,725.00
Hawkins	No Data	$5,951.20 - 4 Pools
Washington	No Data	
Greene	10 Cars Lambs and Veal	$5,569.05 net
(Hamblen (Cocke	765 head	$3,961.63 - 5 Pools
Carter	1 Car and 200 Lambs with Washington Co.	
Blount	3 Cars	$2,407.72
McMinn	9 Cars	$7,495.00 (Est.)
Lincoln	929 head	$4,829.29
Macon	700 head at public auction com.	
Giles	No Data	$11,119.00
Meigs	80% of County's lambs sold in McMinn county	
Smith	6,240 head	
Wilson	No Data	
Gibson	152 head	$900.36
Madison	1 Car	
Henry	817 head	$4,741.29
Obion	2,774 head	$17,025.99

Source: Information to the author.

8,000 and 10,000 lambs.

In West Tennessee three of the leading sheep counties held cooperative sales of lambs. The number sold probably did not exceed 4,000 lambs.

Middle Tennessee cooperative lamb sales are not possible to obtain due to the large number marketed through the Producers Commission Agency at Nashville, which in itself is a cooperative sale.

Of the approximate 300,000 spring lambs produced in Tennessee yearly, probably between 20 and 50 thousand head are sold cooperatively each year.

Besides cooperative sales of spring lambs there are held in the State each year cooperative sales of breeding animals.

Wool Sales

Wool sales in 1935 were held in 37 counties with 76 counties contributing wool to the sales. The Sumner county wool pool contained 63,449 pounds of wool and sold for an average of 31.03 cents per pound. This was the highest price of any of the 37 pools. This seems to indicate that both the volume and quality influence materially the price of a commodity, since the Sumner county wool was as good, if not better, than that contained in any other single wool pool.

On May 6, at the first sale at Covington, clear wool sold for 18.15 cents per pound but by May 21, when the sale was held at Gallatin, wool had advanced to 31.03 cents per pound, an increase of 12.88 cents over the first sale.

Due to increased activity in buying and the advance of the wool market abroad, the wool in the mountains around Greenville and in the Sequatchie Valley sold as high as 29.10 cents per pound. This was also

the price paid at Knoxville.

Supreme Court New Deal decisions along with a decrease in buying brought about a decline in price over the country and on June 1 at Tazewell, in Claiborne county, 2,219 pounds of wool sold for 25.5 cents per pound. Newport, Morristown, Jonesboro, and Bristol held wool one to three days and due to a lack of bids sales were made at a sacrifice.

The cooperative wool pools sold a total of 392,840 pounds of wool in 1935, of which 317,715 pounds was clear wool at an average price per pound of 27.50 cents, 44,296 pounds of light burry at 24.17 cents, 18,853 pounds of medium burry at 21.25 cents, 9,237 pounds of hard burry at 18.24 cents, and 2,750 pounds of rejects at 28.53 cents. (Table XVIII).

In 1936 Tennessee wool averaged 33.50 cents per pound in cooperative sales. About 3,000 farmers of 67 counties sold 444,935 pounds of wool in 57 cooperative pools in May.

A total of 367,546 pounds of clear wool sold for an average of 36.50 cents per pound; 48,832 pounds of light burry, 34.75 cents; 18,274 pounds medium burry, 31.50 cents; 4,960 pounds hard burry, 29 cents; 5,323 pounds rejects, 32 cents.

The wool was purchased by 17 different firms and was bid on by 47 different firms. The most active bidding was at Union City at the opening of the sales and at Gallatin where nearly 100,000 pounds of clear wool sold for 40 cents per pound. Total returns from the pools was approximately $150,000.00.

The wool sales this year were conducted within a period of fifteen days as compared to a month and six days in 1935 (See Page 49). The price received for clear wool this year varied from 35.60 to 40 cents

TABLE XVIII

1935 COOPERATIVE WOOL SALES

Name of Pool	No. of Consignors	No. of Counties	Clear Wool (Pounds)	Price Paid Per Pound (cents)	Amount	Light Burry (Lbs)	Price Per Lb. (cents)	Amount	Medium Burry (Lbs.)	Price Per Lb. (cents)	Amount	Hard Burry (Lbs.)	Price Per Lb. (cents)	Amount	Rejects	Price Per Lb. (cents)	Amount	Total Wool (Pounds)	Total Amount	Per Pool Average Per Lb. (cents)	Estimated Total Savings	Purchaser
Union City	54	2	7,272	20.30	$ 1,476	1,239	18.30	227	368	15.30	$ 56	372	12.30	$ 46	110	15.30	$ 17	9,361	$ 1,821.85	19.46	$ 187.22	Lee Tick
Covington	5	2	492	18.15	89	310	14.15	44	1,092	14.15	155	761	14.15	108				9,655	395.37	14.89	53.10	J. Rosenbaum
Newbern	25	2	2,389	20.00	478				159	14.00	22	36	11.00	4	33	12.00	4	2,617	507.98	19.41	52.34	J. M. Logan
Jackson	35	8	1,209	21.50	260	559	19.50	109	364	17.50	64	2,137	15.50	331	19	10.00	2	4,268	765.79	17.86	85.76	Hardwick Mills
Trenton	42	2	2,525	20.05	506	1,238	17.05	211	119	14.05	17	319	11.05	35				4,201	769.32	18.31	84.02	Lee Tick
Dresden	12	1	231	18.50	43	77	17.00	13	365	14.00	51	190	11.00	21				863	127.83	16.51	17.26	B. J. Bliss
Paris	87	2	6,756	20.35	1,375	1,593	18.00	287	470	15.00	71	472	12.00	57	60	12.00	7	9,351	1,795.93	19.21	187.02	Peerless Mills
Pulaski	54	2	4,010	21.25	882	1,691	18.50	368	1,231	15.50	191	96	12.50	12				7,328	1,423.28	19.42	146.56	Block Bros.
Fayetville	94	2	12,825	21.85	2,802	1,833	19.85	364	536	17.00	91							15,194	3,257.24	21.44	303.88	Tattersfield
Lewisburg	41	1	4,439	22.15	983	1,245	16.15	226	564	15.15	85	92	12.00	11	20	15.15	4	6,360	1,309.33	20.59	127.20	Lebanon Mills
Shelbyville	63	1	8,383	22.65	1,900	558	20.50	114	71	18.00	13							9,012	2,025.92	22.46	180.24	Jack M. Crouch
Murfreesboro	79	1	12,079	23.35	2,820	1,942	21.35	415	669	18.35	123	50	15.00	8	56	20.35	11	14,796	3,376.73	22.82	295.52	Lebanon Mills
Franklin	31	1	7,994	24.25	1,939	930	24.15	225	12	23.75	3				68	18.00	16	9,024	2,181.84	26.18	180.48	Jerry Hagerty
Clarkeville	71	3	10,113	24.15	2,442	527	22.15	117	1,226	19.75	242	156	15.00	23	116	18.50	21	12,138	2,846.02	23.45	242.76	Peerless Mills
Dickson	49	4	3,277	24.05	788	315	21.05	66	305	18.00	55							3,897	909.33	23.35	77.94	Tattersfield
Columbia	64	2	19,713	25.67	5,060	1,666	23.67	394	283	21.00	59				129	23.67	31	21,791	5,544.63	25.44	435.82	Hardwick Mills
Mt. Juliet	80	1	8,755	26.65	2,333	651	24.00	132	38	24.00	9							9,344	2,474.57	26.48	186.28	Lefkovite
Carthage	118	1	11,932	26.87	3,206	1,285	26.25	320	703	21.87	154	170	17.00	29	325	20.00	65	14,415	3,773.36	26.18	288.30	McDuffie & Sloan
Lebanon	212	1	31,842	28.25	8,996	1,113	26.55	292	623	24.25	151	327	21.25	70				33,905	9,508.10	29.04	678.10	Tatterfield
Hartsville	26	1	4,347	28.55	1,241	414	29.03	110	169	24.55	41				85	24.55	21	5,015	1,413.35	28.18	100.30	Peerless Mills
Gallatin	400	2	55,210	31.03	17,132	4,893	29.00	1,420	2,068	26.23	542	822	23.00	189	456	27.00	123	63,449	19,406.72	30.58	1,268.98	Hardwick Mills
Goodlettsville	67	1	7,000	31.00	2,170	600	27.55	174	500	26.00	130							8,100	2,474.00	30.54	162.00	Springfield
Sparta	15	1	1,173	29.75	349	1,600	26.50	389	30	25.75	93	450	23.75	116	11	27.75	3	3,434	949.60	27.66	88.18	Peerless Mills
Cookeville	56	3	2,542	29.55	692	753	27.75	208	360	25.55	133	795	23.55	187				4,409	1,219.33	27.65	68.38	Peerless Mills
Crossville	97	4	8,256	29.00	2,394	166	26.50	33	30	24.00	7	41	21.50	7	74	25.00	17	9,567	2,462.15	26.74	171.34	Peerless Mills
Sequatchie Valley	103	3	8,527	29.10	2,481	669	27.10	181	328	25.10	82	400	23.10	92	449	27.10	122	10,373	2,959.07	28.53	207.46	Block Bros.
Athens	82	2	6,389	29.10	2,496	727	27.10	197	451	26.10	113	369	23.10	85	48	27.10	13	7,984	2,906.37	36.46	159.68	Block Bros.
Madisonville	35	1	1,964	28.15	553	506	28.15	152	658	23.00	151	14	20.00	3				3,142	939.33	26.71	12.84	Hardwick Mills
Loudon	84	2	2,734	28.35	775	1,534	26.35	404	769	24.35	431	757	22.35	169	19	26.35	5	6,813	1,784.25	26.19	136.26	Peerless Mills
Knoxville	141	8	11,411	29.10	3,321	1,033	27.10	280	409	25.10	103	97	23.10	22	61	23.10	14	13,011	3,739.70	28.74	260.22	Steinbarber Co.
Newport	88	1	5,250	27.37	1,437	4,106	25.37	1,042	797	23.37	186	73	21.00	15				10,226	2,680.21	26.21	204.52	Tattersfield
Morristown	119	1	5,844	27.37	1,600	3,101	25.37	787	597	23.37	140	156	21.00	33				9,698	2,556.50	26.36	193.96	Tattersfield
Greenville	112	1	7,873	30.05	2,366	1,612	28.05	452	220	26.05	57				3	19.00	59	10,015	2,934.22	29.30	200.30	Simpson-Brittian
Jonesboro	113	2	10,321	28.10	2,900	817	26.10	213	131	24.10	32				66	26.10	17	11,335	3,162.24	27.90	226.70	Hardwick Mills
Bristol	108	1	14,840	27.37	4,062	1,211	25.37	307	504	23.37	118							16,555	4,486.72	27.10	331.10	Tattersfield
Rogersville	89	2	5,779	29.25	1,690	1,186	27.00	320	145	25.00	36	33	23.00	8	47	20.00	9	7,190	2,068.82	28.70	143.80	Y. T. Cooper
Tazewell	31	1	2,219	25.50	566	596	22.00	131				12	18.00	2	157	22.00	35	2,984	733.67	24.59	59.68	J. S. Coleman
Total 37	3002	76	317,715	27.50	$86,574	44,296	24.17	10,705	18,853	21.25	$4,007	9,237	18.24	$1,685	2,750	22.53	$617	352,840	$103,587.87	26.37	$7,856.80	
				80.86%	Average	11.27%	Average		4.80%	Average		2.35%	Average		.70%	Average				Average		

per pound, a variation of 4.40 cents in the price as compared to a variation of 12.78 cents in 1935.

This pool method of marketing wool was started in Tennessee in 1917 and has probably touched as many farmers as any other one phase of cooperative marketing. Increased prices received by producers this year varied from two to six cents per pound above prevailing local quotations. (Table XIX).

Sheep Shows and Meetings

It has been customary for the Tennessee Purebred Sheep Breeders' Association for the past fifteen years to meet at Nashville each spring in March to take an inventory of the probable demand for purebred rams and the number available for the three annual sales. At this meeting the farmers who have registered sheep bring in their best ewes and rams for an informal sheep show. The afternoon of the meeting is spent in transacting the business of the Association.

The interest created at this show is little less than remarkable. Every breeder is able to mark the progress made not only by his own flock but of his neighbor breeder's flock. Every breeder is able to note the progress made by each stud ram in the State which encourages the exchange of these outstanding stud rams. The interest created here and at the Annual August Picnic was the result of an importation of rams from Canada in 1935, importation of ewes from Canada in 1933 and an importation of ewes and rams from Montana in 1934 and 1935.

The spring sheep show and summer meeting and picnic have resulted in the following recent importation of registered sheep:

TABLE XIX. SUMMARY OF WOOL POOL SALES IN TENNESSEE, 1919 - 1936

Year	Number Sales	Number of Consignors	Total Pounds	Total Amount of Sales	Savings to Farmers	Average Price Received (¢)
1919	6	189	31,377	$ 16,194.31	$ 2,777.00	51.68
1920	15	562	92,759	33,537.53	5,099.73	36.17
1921	14	806	135,031	22,747.43	4,045.70	17.10
1922	18	811	133,677	31,475.16	10,190.04	37.68
1923	31	1,603	248,308	116,933.22	12,405.60	47.89
1924	35	1,610	249,223	87,664.53	7,476.69	34.93
1925	28	955	157,589	67,307.76	7,869.60	42.71
1926	28	1,331	229,664	87,278.86	11,473.58	39.00
1927	28	1,559	256,044	97,738.80	12,802.30	38.17
1928	27	1,567	261,216	140,398.00	13,060.00	35.75
1929	29	2,631	457,679	172,797.51	22,894.85	37.73
1930	20	1,028	197,565	38,083.61	3,951.50	19.27
1931	21	903	170,471	23,073.61	3,409.42	13.53
1932	33	1,656	278,509	32,260.96	5,370.18	11.79
1933	32	1,538	240,808	68,022.89	4,816.16	28.24
1934	34	2,736	375,173	101,604.61	7,463.46	26.48
1935	37	3,002	392,240	103,587.87	7,856.80	26.37
1936	57	3,000	444,935	150,000.00	--	33.50
Total	511	27,289	4,351,270	$1,412,724.05	143,182.61	32.91

Year	Amount	Breed	Source
1933	1 Car	Registered Southdowns	Canada
1934	2 Cars	" Hampshires	Montana
1935	10 Head	" Southdowns	Canada
1935	300 Head	" Hampshires	Montana
1935	1,396 head	Purebred Hampshires	Montana

Purebred Ram Sales

Purebred ram sales have been conducted for the past fourteen years at Nashville. However, within the past ten years such sales have been held in each grand division of the State.

The sales are held under the auspices of the Tennessee Purebred Sheep Breeders' Association in cooperation with the Extension Service of the University.

The object of these sales is to give breeders who have rams to sell an opportunity to dispose of them to lamb producers. The bringing of these rams together stimulates the production of better rams and gives a farmer a chance to fill his needs with reference to quality and price.

The following ram sales were held during the past year: Union City, 26 head averaging $25.60; Knoxville, 40 head averaging $26.60; Nashville, 98 head averaging $30.50.

Annual Breed Ewe Sales

For four consecutive years the Agricultural Extension Service in cooperation with the Tennessee Purebred Sheep Breeders' Association has conducted a breed ewe sale at Nashville. In 1935 additional sales were held at Union City and Morristown.

The object of the sales are: (1) To interest Tennessee farmers who do not have sheep to keep a small flock; (2) To create greater interest

in sheep in Tennessee and show the value of good ewes that are bred; (3) To make available good commercial ewes at reasonable prices; (4) To place within reach of the farmer and breeder a more accessible market for good rams; (5) And in the end, to produce lambs of a better quality.

TABLE XX. BREED EWE SALES IN 1935

Place	Date	Registered	Unregistered	Total	Average Price per Head	
		Number	Number	Number	Registered	Unregistered
Morristown	Nov. 15	38	260	298	$20.09	$10.10
Union City	Nov. 15	50	210	260	27.50	12.40
Nashville	Nov. 15	100	245	345	19.77	11.93

In East Tennessee the ewes sold were distributed among seven counties; in West Tennessee in six counties; and in Middle Tennessee, twenty counties.

TABLE XXI. BREED EWE SALE AT MORRISTOWN, NOV. 15, 1935

County	Number Farmers Buying		Number Purchased		Average Price Paid	
	Regis.	Unregis.	Regis.	Unregis.	Regis.	Unregis.
Jefferson	3	1	6	5	$103.00	$ 46.25
Cocke	6	5	14	35	269.50	358.75
Greene	2	3	2	26	40.00	247.50
Grainger	1	2	2	20	41.00	195.00
Monroe	2	1	10	10	176.00	105.00
Claiborne		1		5		60.00
Hamblen	8	16	15	116	525.50	1,156.75
Washington	2		2		45.00	
Hawkins	2		3		81.00	
Knox	2	1	4	10	66.00	125.00
Total	29	30	58	227	$1,147.00	$2,294.25

These three sales were attended by 600 farmers and sheep were placed in 33 counties.

Stocker Ewe and Feeder Lamb Sale

On August 8, 1935 a stocker ewe and feeder lamb sale was held at Crossville, Tennessee, which was attended by 150 farmers. Trucker prices for good stocker ewes was $5.00 before the sale.

TABLE XXII. STOCKER EWE AND FEEDER LAMB SALE AT CROSSVILLE, TENNESSEE, AUGUST 8, 1935

Grade	Number of Head Sold	Price Per Head	Net Returns To Producers	Estimated Savings
Good Ewes (1 to 3)	375	$5.40	$2,837.20	$373.00
Good Ewes (4 or over)	109	5.10	555.90	109.00
Common Ewes	114	3.00	342.00	114.00
Wethers	41	2.85	116.90	
Good Lambs	153	5.10	780.30	76.30
Medium Lambs	223	3.10	691.30	111.50
Common Lambs	146	1.50	219.00	73.00
Buck Lambs	70	2.25	178.50	17.70
Total	1,231		$6,877.60	$874.50

This sale resulted in the disposal of 1,231 head of sheep for $6,877.60 with an estimated savings to producers of $874.50 over trucker prices offered before the sale.

NOTE: Source of Tables in text, Annual Report of the Agricultural Extension Service, College of Agriculture, University of Tennessee, 1935.

CHAPTER IV

OTHER MEAT ANIMALS MARKETED COOPERATIVELY IN TENNESSEE

Beef Cattle and Veal Calves

Organizations Selling Cooperatively. Cooperative marketing of beef cattle in Tennessee is carried on by several different agencies. In East Tennessee, some of the producers hold direct membership in the Eastern Livestock Marketing Association while other producers hold membership through a local incorporated cooperative society. This same situation exists, to a large extent, in Middle Tennessee where farmers sell livestock through the Producers Livestock Commission Agency on the Nashville market. The Farm Bureau in some sections of the State markets baby beef cooperatively for 4-H-Club members. County agents and club leaders also arrange for sales of 4-H-Club calves. The purebred beef cattle producers in the State hold annual sales of breeding cattle. The annual fat cattle show and sale is to a certain extent another means of selling beef cattle cooperatively

Terminal Market Cooperative Sales Agencies. (1) The Tennessee Producers Livestock Marketing Association was organized at Nashville in 1932, and is the only cooperative marketing agency operating on a Tennessee terminal market.

During 1929 some interest was manifested in the establishment of a producers' livestock commission association on the Union Stockyards in Nashville. The marketing office of the Agricultural Extension Service of the University of Tennessee suggested to the Tennessee Farm Bureau that a survey or study be made to ascertain the quantity of

1. Annual Reports of the Agricultural Experiment Stations, University of Tennessee, for 1930, p. 338; 1931, p. 433; 1932, p. 440; 1933, p. 365.

livestock produced in Middle Tennessee, the quantity shipped to the Nashville market, the quantity shipped through cooperative shipping associations, and the minimum volume of business necessary for a producers' commission association to operate successfully. This survey was to be used as a basis for determining whether conditions warranted the establishment of such a selling agency on the Nashville market.

With the assistance of several interested parties, the Farm Bureau made the survey. Several conferences were held at which the results obtained in the survey were discussed. At the final meeting in 1930, called by the president of the Tennessee Farm Bureau, it was decided to postpone making a final decision until additional information had been collected.

The main difficulties encountered at that time were the lack of a sufficient volume of livestock and the lack of well organized shipping associations.

In February 1931, a number of the leading farmers in Middle Tennessee, with representatives from the State University and the Tennessee Farm Bureau met in Nashville and laid plans to establish a producers' commission company on the Nashville Union Stockyards. The goal set was to sell 1,000 shares of common stock at $10.00 per share. Accordingly, plans were made with the different county agents and leaders to arrange for local meetings in their respective counties. Mr. Frank Porter, president of the Tennessee Farm Bureau, was elected chairman of the stock committee and took the lead in the selling campaign. A total of 800 shares were sold during the spring and then the project was dropped until fall, when the organization was completed.

The Tennessee Producers' Livestock Marketing Association began

operation in the spring of 1932. It is a member of the National Livestock Association, of Chicago, Illinois. The author was not able to find the present membership.

During the 1934 season this agency sold for producers in Tennessee 37,585 head of livestock for $406,863. Of the 37,585 head of livestock sold in 1934, 14,814 head were cattle and calves; 6,754 hogs; and 16,017 sheep.

(2) The Eastern Livestock Cooperative Marketing Association was incorporated as a sales agency for livestock in 1931 and began operations at Baltimore, Md., in the spring of 1932. This agency was organized by producers (with the aid of State and National Farm Bureaus and State Agricultural Colleges) of Maryland, Virginia, Tennessee, North Carolina, New Jersey, New York and Pennsylvania. It is a member of the National Livestock Marketing Association, of Chicago, Illinois.

During the organization period county meetings were held in January and February in East Tennessee counties with attendance varying from seven farmers in Grainger county to 140 in Sullivan county. The goal of the seven states was to raise $25,000 in capital stock of which $2,000 was allotted to Tennessee. Virginia farmers assumed the larger portion, namely $7,500.

The stock was divided into common shares at $1.00 per share and preferred at $25.00 per share. The subscription list in Tennessee showed an enrollment of 882 farmers taking common stock and 12 shares of preferred stock. The goal of $2,000 was over subscribed but only approximately 500 of the farmers paid their subscription pledges. (See Appendix A).

2. Annual Reports of the Agricultural Experiment Station, University of Tennessee, 1930, p. 338; 1931, p. 435; and personal information to the author from W. C. Bevans, Marketing Specialist, University of Maryland Extension Service, College Park, Maryland.

The first sales agency was established at Baltimore, Md., in 1932. In April 1933 a second agency was opened at Jersey City, N. J., and a third agency was later opened at Lancaster, Pa. The membership in 1932 was about 1,500 producers, which had increased to 3,000 in 1933. (The present membership could not be obtained by the author). In 1932 the sales amounted to $324,622, which increased to $2,318,091 in 1935. Tables XXIII to XXVII inclusive give the summary and comparison and gross sales of receipts by states January 21, to December 31, 1935.

In 1935 Tennessee producers shipped 1,808 head of cattle to this sales agency, which was 9.2 per cent of the total receipts of cattle, and 2,347 calves, which was 56.3 per cent of the total receipts of calves. The shipment of cattle represented an increase of 63.0 per cent and of calves 103.0 per cent over 1934 shipments by Tennessee producers.

(3) The Producers' Cooperative Commission Association, Cincinnati, Ohio, reported selling 95 decks of livestock from Tennessee and other distant sources in 1934.

These commission firms operate on the same basis and charge the same commission as private agencies operating on their respective markets. However, at the end of the year all earnings in excess of expenses and a reserve fund are prorated to members as a patronage dividend according to the volume of business transacted with the agency during the year. These savings or dividends in some cases are as high as 48 cents on each dollar commission charges (4).

The nearness to market of East and Middle Tennessee counties makes cooperative marketing of beef cattle difficult. Knoxville and Nashville are both good beef cattle markets. Farmers truck direct or

3. Report of the Producers Cooperative Commission Association, Cincinnati, Ohio, 1935, p. 6.
4. op. cit., p. 6.

TABLE XXIII. EASTERN LIVESTOCK COOPERATIVE MARKETING ASSOCIATION: SUMMARY OF RECEIPTS WITH PERCENTAGES FOR EACH SPECIES, BY STATES, JANUARY 21 TO DECEMBER 31, 1935

Total Three Agencies

State	Cattle	%	Calves	%	Hogs	%	Sheep	%
Maryland	2366	11.9	365	8.8	1754	16.9	927	.9
Virginia	8556	43.2	1082	25.9	3209	30.8	60615	60.7
W. Virginia	1230	6.2	344	8.3	1478	14.2	26460	26.5
Tennessee	1808	9.2	2347	56.3	1266	12.1	9816	9.9
Pennsylvania	1066	5.4	28	.7	67	.7	6	-
N. Carolina	337	1.7	--	-	6	-	1937	2.0
Delaware	--	-	--	-	1	-	--	-
New York	--	-	--	-	--	-	74	-
Ohio	79	.4	1	-	2503	23.9	59	-
Missouri	3005	15.1	--	-	--	-	--	-
Minnesota	120	.6	--	-	--	-	--	-
Kansas	756	3.8	--	-	--	-	--	-
Iowa	50	.3	--	-	150	1.4	--	-
Oklahoma	425	2.2	--	-	--	-	--	-
Total	19798	100.0	4167	100.0	10434	100.0	99894	100.0
BALTIMORE								
Maryland	2267	21.8	365	26.8	1733	16.7	927	3.7
Virginia	5581	53.8	630	46.2	3209	30.9	6796	27.1
W. Virginia	854	8.3	306	22.5	1478	14.2	16259	64.7
Tennessee	548	5.3	63	4.6	1266	12.2	1090	4.3
Pennsylvania	93	.9	--	-	40	.4	3	-
N. Carolina	176	1.7	--	-	6	-	--	-
Delaware	--	-	--	-	1	-	--	-
Minnesota	120	1.1	--	-	--	-	--	-
Missouri	700	6.8	--	-	--	-	--	-
Kansas	33	.3	--	-	--	-	--	-
Iowa	--	-	--	-	150	1.5	--	-
Ohio	--	-	1	-	2503	24.1	59	.2
Total	10372	100.0	1365	100.0	10386	100.0	25134	100.0
JERSEY CITY								
Maryland	89	4.2	--	-	--	-	--	-
Virginia	1534	72.1	451	16.2	--	-	53819	72.0
W. Virginia	165	7.8	38	1.4	--	-	10201	13.7
Tennessee	212	10.0	2284	82.4	--	-	8726	11.7
Pennsylvania	23	1.1	--	-	--	-	--	-
N. Carolina	24	1.1	--	-	--	-	1937	2.5
New York	--	-	--	-	--	-	74	.1
Ohio	79	3.7	--	-	--	-	--	-
Total	2126	100.0	2773	100.0	--	-	74757	100.0
LANCASTER								
Maryland	10	.1	--	-	21	43.8	--	-
Virginia	1441	19.7	1	3.4	--	-	--	-
W. Virginia	211	2.9	--	-	--	-	--	-
Tennessee	1048	14.3	--	-	--	-	--	-
Pennsylvania	950	13.0	28	96.6	27	56.2	3	100.0
N. Carolina	137	1.9	--	-	--	-	--	-
Missouri	2305	31.6	--	-	--	-	--	-
Kansas	723	10.0	--	-	--	-	--	-
Oklahoma	425	5.8	--	-	--	-	--	-
Iowa	50	.7	--	-	--	-	--	-
Total	7300	100.0	29	100.0	48	100.0	3	100.0

TABLE XXIV. EASTERN LIVESTOCK COOPERATIVE MARKETING ASSOCIATION: COMPARISON AND SUMMARY OF RECEIPTS BY STATES, 1934 - 1935

State	Cattle 1934	Cattle 1935	% Gain or Loss	Calves 1934	Calves 1935	% Gain or Loss
Maryland	1057	2366	123.8	224	365	62.9
Virginia	6188	8556	38.2	763	1082	41.7
W. Virginia	2022	1230	-39.2	399	344	-13.8
Tennessee	1109	1808	63.0	1156	2347	103.0
N. Carolina	26	337	1196.1	2	--	--
Pennsylvania	130	1066	720.0	--	28	--
Other States	4748	4435	-6.6	17	1	--
Baltimore	8116	10372	27.7	903	1365	51.1
Jersey City	1886	2126	18.0	1639	2773	69.1
Lancaster	5278	7300	38.3	19	29	53.1
Total	15280	19798		2561	4167	
Gain or Loss	4518		29.5	1606		62.7

State	Hogs 1934	Hogs 1935	% Gain or Loss	Sheep 1934	Sheep 1935	% Gain or Loss
Maryland	1090	1754	60.9	808	927	2.3
Virginia	824	3209	289.4	45485	60615	33.2
W. Virginia	449	1478	229.1	24348	26460	8.6
Tennessee	--	1266	--	7626	9816	28.7
N. Carolina	--	6	--	1214	1937	59.5
Pennsylvania	--	67	--	--	6	--
Other States	11895	2654	-77.7	342	133	-61.2
Baltimore	14258	10386	-27.2	8641	25134	190.8
Jersey City	--	--	--	71126	74757	5.1
Lancaster	--	48	100.0	56	3	-94.7
Total	14258	10434		79823	99894	
Gain or Loss	-3824		-26.9	20071		25.1

TABLE XXV. EASTERN LIVESTOCK COOPERATIVE MARKETING ASSOCIATION: GROSS SALES BY STATES AND PERCENTAGE OF BUSINESS, MEMBERS AND NON-MEMBERS

		Total	Members	Non-Members	% Members	% Non-Members
Maryland	Baltimore	$186848.16	$59640.19	$127207.97		
	Jersey City	16833.45	16833.45			
	Lancaster	1273.85	509.85	764.00		
	Total	204965.46	76983.49	127971.97	37.5	62.5
Virginia	Baltimore	548188.92	343039.80	205149.12		
	Jersey City	550283.52	457195.14	93088.38		
	Lancaster	98112.72	70386.43	27726.29		
	Total	1196584.86	870521.37	325963.79	72.7	27.3
West Va.	Baltimore	182837.64	157530.24	25307.40		
	Jersey City	82570.29	78271.57	4098.72		
	Lancaster	13241.20	11321.70	1919.50		
	Total	278449.13	247123.51	31325.62	88.7	11.3
Tennessee	Baltimore	76254.48	45474.61	30779.87		
	Jersey City	111880.39	97179.55	14700.84		
	Lancaster	84307.68	79550.26	4757.42		
	Total	272442.55	222204.42	50238.13	81.7	18.3
Penna.	Baltimore	10249.39	3024.53	7224.86		
	Jersey City	3096.28		3096.28		
	Lancaster	77145.33	27271.63	49873.70		
	Total	90491.00	30296.16	60194.84	33.4	66.4
N. Car.	Baltimore	13549.74		13549.74		
	Jersey City	11675.70	9152.30	2523.40		
	Lancaster	7305.18	5904.11	1401.07		
	Total	32530.62	15056.41	17474.21	46.2	53.8
New York	Jersey City	625.36		625.36		
Delaware	Baltimore	46.20		46.20		
Ohio	Baltimore	45071.45		45071.45		
	Jersey City	13054.10	13054.10			
Missouri	Baltimore	29508.23		29508.23		
	Lancaster	88414.02		88414.02		
Iowa	Baltimore	2130.84		2130.84		
	Lancaster	1600.71		1600.71		
Minnesota	Baltimore	4144.52		4144.52		
Oklahoma	Lancaster	12411.28		12411.28		
Kansas	Baltimore	1495.03		1495.03		
	Lancaster	36935.47		36935.47		
	Baltimore	$1100324.60	$608709.37	$491615.23	55.3	44.7
	Jersey City	789819.09	671686.11	118132.98	85.1	14.9
	Lancaster	420747.44	194943.98	225803.46	46.3	53.9
	Total	2318091.13	1475339.46	835551.67	63.8	36.2

TABLE XXVI. SALABLE RECEIPTS HANDLED BY EASTERN LIVESTOCK COOPERATIVE MARKETING ASSOCIATION--JANUARY TO DECEMBER 1935

	Cattle	Calves	Hogs	Sheep
BALTIMORE, MARYLAND				
January	771	56	248	37
February	663	70	589	62
March	603	100	663	24
April	931	189	646	226
May	505	127	258	1629
June	522	116	106	3181
July	533	179	122	2532
August	839	124	291	4461
September	1262	114	302	4627
October	1820	116	2443	3949
November	1069	95	2388	3516
December	854	79	2330	884
Total	10372	1365	10386	25134
JERSEY CITY, N. J.				
January	20	1		326
February	67			
March	64			
April	68	87		
May	69	236		3404
June	-	690		18202
July	68	798		23970
August	219	506		15597
September	649	420		9773
October	331	20		1871
November	271	15		1272
December	300			342
Total	2126	2773		74757
LANCASTER, PA.				
January	263			
February	181			
March	110			
April	78			
May	392			
June	394			
July	745			
August	1460			
September	1428	25		
October	1152	3	38	3
November	380	1	10	
December	717			
Total	7300	29	48	3

Total Receipts	Baltimore	Jersey City	Lancaster
19798	4167	10434	99894

TABLE XXVII. EASTERN LIVESTOCK COOPERATIVE MARKETING ASSOCIATION: SUMMARY RAIL AND TRUCK RECEIPTS WITH PERCENTAGES, JANUARY 1, TO DECEMBER 1, 1955

	Rail	%	Truck	%	Total	%
BALTIMORE						
Cattle	5470	52.7	4902	47.3	10372	100
Calves	116	9.1	1249	90.9	1365	100
Hogs	4573	44.1	5813	55.9	10382	100
Sheep	17779	70.7	7355	29.3	25134	100
Total	27938	59.1	19319	40.9	47253	100
JERSEY CITY						
Cattle	2126	100.0	--	--	2126	100
Calves	2407	86.9	366	13.1	2773	100
Sheep	74531	99.7	226	.3	74757	100
Total	79064	99.3	592	.7	79656	100
LANCASTER						
Cattle	6340	86.9	960	13.1	7300	100
Calves	1	.3	28	99.7	29	100
Hogs	--	--	48	100.0	48	100
Sheep	--	--	3	100.0	3	100
Total	6341	85.9	1039	14.1	7380	100
TOTAL						
Cattle	13936	70.4	5862	29.6	19788	100
Calves	2524	60.6	1643	39.4	4167	100
Hogs	4573	43.8	5861	56.2	10434	100
Sheep	92310	92.5	7584	7.5	99894	100
Total	113343	84.5	20950	15.5	134293	100

sell to local buyers in preference to making cooperative shipments to these and other markets.

Local Shipping Associations. In some eight or ten East Tennessee counties, Hawkins, Sullivan, Washington, Greene, Roane and others, are local incorporated cooperative shipping associations which are affiliated with the Eastern Livestock Marketing Association. These agencies handle relatively few shipments of beef cattle. In answer to letters, these associations state: Washington county---"We have in Washington county the Washington County Livestock Shipping Association, which grades and markets lambs, wool, and veal." Greene county---"In answer to your inquiry about cooperatives for livestock, wish to state we have a cooperative chartered association in this county handling the sale of livestock shipments consisting of lambs and veal, although we are in a position to ship any forms of livestock. It is known as the Greene County Livestock Shipping Association. We handle the wool pool through the Association also. Sales of livestock for Greene in 1935 netted $5,000. We handled 10,000 pounds of wool that netted $2,600." (Netted equals net receipts).

No reason was given by any of these associations for the few or no shipments of beef cattle.

Due to the rather informal method of operating and in some cases small volume of business, these associations require little capital for operation. Customarily a president and a secretary-treasurer are elected, with the secretary-treasurer acting as manager of the association. Shipping dates are usually announced by the county agent. When the cattle are brought to the loading point, they are graded according to the standard market grades of beef cattle, prime, choice, good,

medium, common, and cutters, by some experienced grader. The grader may be some experienced cattle feeder, producer, or buyer in the county, but is more often one of the marketing specialists from the Division of Agricultural Extension of the University of Tennessee.

In the southern states railroads do not own double-deck livestock cars. This is due to the limited production and hence the relatively small shipment of livestock to terminal markets outside of the territory. Therefore, when cooperative associations ask for a double-deck car, two single deck cars are supplied at the same rate as a double-deck car. These may be placed at separate loading points, and utilized by two counties.

These cars are loaded and shipped on consignment to some commission firm at the terminal market, which sells the shipment and returns a check to the association less all costs. Checks are sent to the members by the secretary-treasurer. The major expenses involved in this type of shipment are transportation and commission charges. In some cases grading expenses are incurred. Generally no reserves are set up, a small sum being deducted from sales receipts for office expense. The officers of the association generally donate their time. Participation in shipments is voluntary on the part of the producers.

Farm Bureaus. In counties where there are no local shipping associations, the Farm Bureau often sponsors cooperative livestock sales. In this case there is no organization, a sales date is set by the Farm Bureau and the livestock assembled, graded, and sold in much the same manner as handled by local shipping associations. Some sales are made direct to local buyers or packers. Others are made through commercial auctions, where a charge of 50 cents a head on each animal sold is custom-

ary. In this manner beef cattle, 4-H-Club calves, spring lambs, wool and poultry, may be handled by county Farm Bureaus. County agents and club leaders assist in these sales or else organize similar sales for 4-H-Club members.

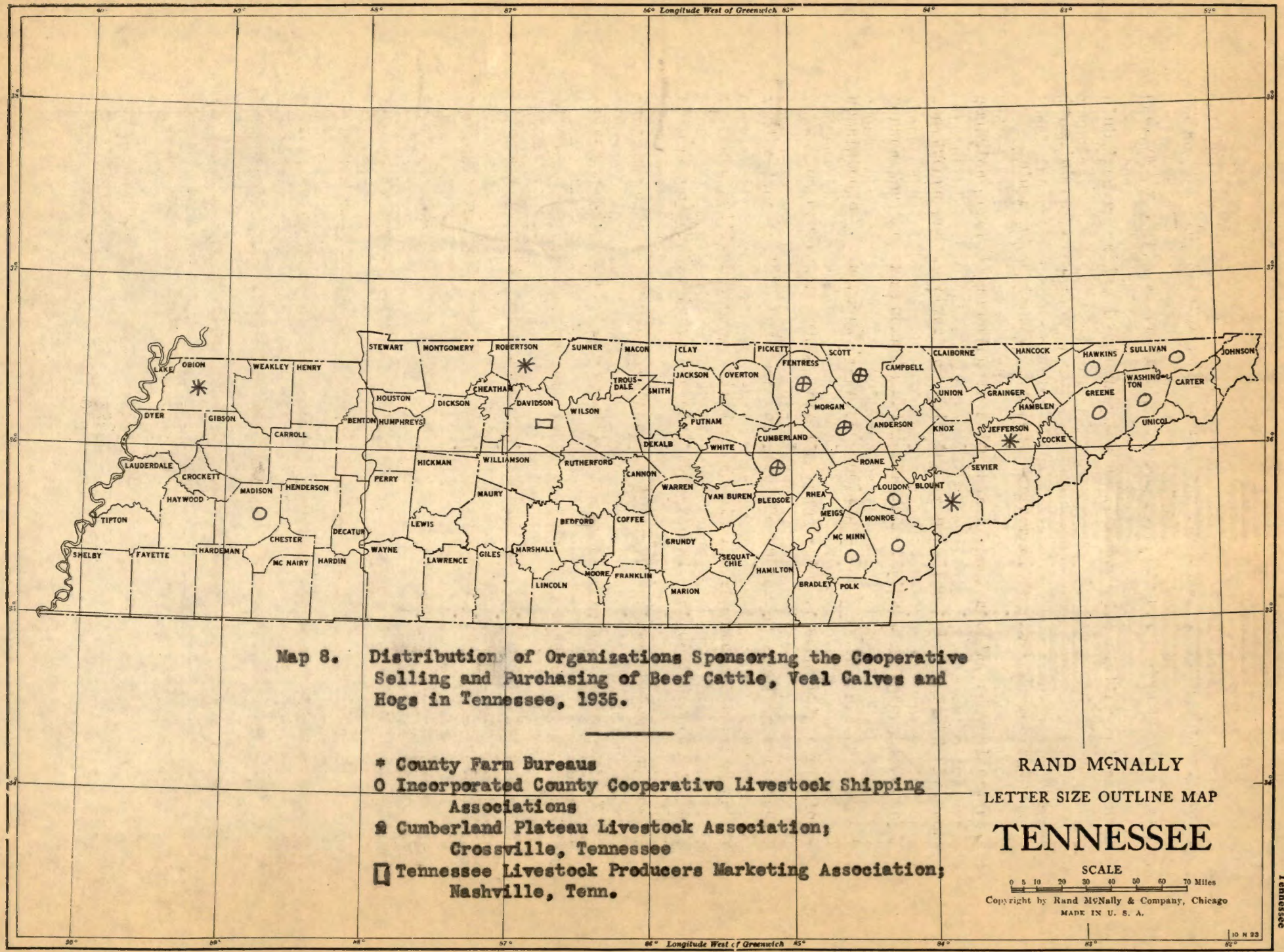
Volume of Business. In East Tennessee, Greene and Washington counties generally combine in shipments of beef cattle and veal calves. The Greene County Livestock Shipping Association netted $5,570 above expenses for the producers in shipments made in 1935. These shipments consisted of 10 cars of lambs and veal.

The Washington County Shipping Association reports only the sale of veal calves in 1935 but does not give the number or receipts received.

The Sullivan County Shipping Association reported 12 cars of cattle shipped cooperatively to the eastern markets. In addition 59 head of 4-H-Club calves were sold cooperatively on an eastern market for top prices ranging from $9.00 to $11.50 per hundredweight. The total value of livestock marketed cooperatively by this association was $27,000, with an estimated savings to producers of $6,800. The total sales value of wool, lambs, poultry and cattle was approximately $44,716 (See Chapter VI, p.104).

Roane county reports 50 members of the Eastern Livestock Marketing Association but they are not very active. Humphreys and Lincoln, as well as other Central Basin counties, report that many of the farmers are members of the Producers Livestock Commission Agency at Nashville.

Blount county reports the sale of two cars of registered Angus breeding cattle to out of state breeders. This sale was made by the local Farm Bureau. The date and receipts of this sale were not obtained by the author.



Map 8. Distribution of Organizations Sponsoring the Cooperative Selling and Purchasing of Beef Cattle, Veal Calves and Hogs in Tennessee, 1935.

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* County Farm Bureaus

O Incorporated County Cooperative Livestock Shipping Associations

Cumberland Plateau Livestock Association; Crossville, Tennessee

Tennessee Livestock Producers Marketing Association; Nashville, Tenn.

RAND McNALLY

LETTER SIZE OUTLINE MAP

TENNESSEE

SCALE

0 5 10 20 30 40 50 60 70 Miles

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The Obion County Farm Bureau sold in November 27 head of 4-H-Club calves for the club members.

Madison County Livestock Shipping Associations sold 17 cars of mixed cattle and calves. One shipment contained 28 cattle and 29 calves for a total weight of 23,800 pounds and netted $836 or an average of 3½ cents per pound. This car brought less than average returns when compared with the returns received from other shipments by this association. Several reports from West Tennessee state that this association is considered very successful and that a profit or savings is usually made by shipping through this association.

Purebred Cattle Sales. During the past four years breeders' cooperative sales have been the means of stimulating interest in breed improvment and providing an opportunity for the farmer to make his own selection direct. The purebred cattle sales, which were composed of registered Angus, Herefords, and Shorthorns, females and sires, provided a source of income for 67 breeders in 1935. This outlet returned to them $16,468. By means of these sales 124 bulls and 119 head of cows and young heifers were sold to form the beginning of small herds of beef cattle. Beginning early in April four sales were held over the State. Later in the year two more sales were held. At least one sale was held in each section of the State, West, Middle and East Tennessee.

Fat Cattle Shows. The annual fat cattle show and sale at Nashville is sponsored by the Agricultural Extension Service of the University of Tennessee, 4-H-Club agents, and the purebred breeders of the State. This show and sale has been held annually for the past 11 years and is used mainly as a means of disposing of club members beef cattle. Commercial beef producers are allowed to exhibit cattle in the show. Sales are

made by auction at the end of the show. Customary practice has established a 50 cent charge for selling and each sale is made subject to a three per cent shrink. This year (1936) a similar sale was held at Knoxville for the first time. It is planned to make this an annual sale similar to the one held at Nashville.

The Nashville fat cattle show and sale was held on December 11, 12, 13, 1935. There were 939 cattle entered by 190 exhibitors from 35 counties. The counties participating were largely those in Middle Tennessee with calves from Hardin, Dyer, and Fayette counties in West Tennessee and Cumberland and Pickett counties as the border eastern counties.

The calves averaged in weight 827 pounds and sold for an average of $65.24 per head.

Moore county supplied 42 grade 4-H-Club calves to the sale which averaged $9.45 per hundredweight. Other counties of interest were Hardeman, Smith, Overton, and Robertson. It was noticeable that calves shown by 4-H-Club members were in better condition than those shown by adults. Although grain and feed were high, there were 700 head of calves which evidenced condition. There were about 300 head which could have been kept at home to an advantage for further feeding.

Many calves sold prior to the show and many were sold locally and not shown. The White Packing Company, of Atlanta, Georgia, and Nashville and other Tennessee packers were the chief bidders at the sale.

Feeder Cattle Purchases. During the fall of 1935 some 32 farmers were aided by the Agricultural Extension Service in direct purchasing of 820 head of range cattle.

Later in the season two Nashville commission firms sold some 100 cars or 5,000 head of western feeder cattle to Tennessee farmers.

On September 20, at Crossville, Tennessee, a feeder cattle and hog sale was held. The purpose of this sale was to provide the farmers of Morgan, Scott, Pentress, Cumberland and other Plateau counties with an outlet for their feeder livestock. One hundred and thirty-two farmers entered 836 head of cattle and swine in the sale. (Table XXVIII).

TABLE XXVIII. STOCKER CATTLE SALE HELD AT CROSSVILLE, SEPT. 20, 1935

Class of Livestock	Number of Head	Average Weight	Average Price per cwt.	Total Amount of Sale	Savings to Producer
Cows	60	775	$3.34	$1,554.39	$232.65
Steers	216	646	5.50	7,683.17	697.75
Heifers	98	517	4.24	2,152.34	253.58
All Bulls	13	274	5.19	184.94	17.83
Calves	26	194	6.38	345.87	26.13
Total	413	-	-	$11,920.71	$1,227.84

Source: Annual Report Agricultural Extension, College of Agriculture, University of Tennessee, 1935.

Because of the success of this and other sales held at Crossville during 1935 other sales of this kind will likely be held in the future. This sale was directed by the county agents and marketing specialists of the Agricultural Extension Service of the University of Tennessee.

Veal

Some years ago the market requirements and methods of producing market veal were summarized by the Agricultural Extension Service of the University of Tennessee, and sent to the county agents and a large number of farmers in eight or ten East Tennessee counties in the form of an Extension circular.

This procedure has done much to help correct the faults in the production of veal in East Tennessee in which there is an estimated production of better than 30,000 head annually.

Formerly the veal calves were permitted to run on grass, little or

no attention being given to supplemental feeding. Now it is estimated that 65 to 75 per cent of the veals in counties where the work has been followed closely are "stall finished" without pasture. A report from the two leading commission firms on the eastern markets states that Tennessee veals now are equal to and in some cases outrank "nearbys" or New York veals, which with the exception of Wisconsin veals, are regarded as the best.

During the past year from some seven counties 1,749 veals were shipped cooperatively to an Eastern Terminal Market. The veals were graded according to market standards, sold within a price range of $7.80 to $11.50 per hundredweight. The bulk of these returned to farmers a net of $8.50 to $9.50 per hundredweight.

Hogs

Hogs in Tennessee generally are marketed through livestock yards or sold direct to packers and buyers from adjoining states who go through Tennessee picking up shoats to sell to share-croppers and tenants for their own meat.

The hog serves a twofold purpose on the Tennessee farm, furnishing a cash income and 90 per cent of the meat supply for the farm family. About 45 per cent of the hogs produced in the State reach commercial channels (5).

As near as could be determined there were two cooperative sales of hogs in 1935. One was in Montgomery county and the other was at Crossville, on September 20, 1935, in conjunction with the feeder cattle sale. (Table XXIX).

5. From 1929 to 1932 approximately 45 per cent of the hog production was sold (Estimates, Crop and Livestock Estimating Service, U.S.D.A., Mimeograph Report).

TABLE XXIX. FEEDER HOG SALE AT CROSSVILLE, TENN., SEPTEMBER 20, 1935

Class	Number of Head	Average Weight	Average Price per cwt.	Total Amount of Sales	Savings to Producers
Pigs	394	44 lb.	$ 8.29	$1,442.42	$173.85
Sows & Pigs	2	130 lbs	19.80	51.50	2.60
Hogs & Sows	27	166 lbs	9.55	427.11	44.70
Total	423	-	-	$1,921.03	$221.15

Source: Annual Report, Agricultural Extension, College of Agriculture University of Tennessee, 1935.

The Montgomery County 4-H-Club Hog Sale. In Montgomery county the 4-H-Club pig feeding project was organized in March 1935 in order to be able to sell in August. It was impossible to secure enough pigs for all who wished to enter the project. Since it was impossible to get all club pigs at the same time, the age of the pigs varied, and of course they would top at different times. It was impossible to set a date for the sale to satisfy all members, since there was several days difference in the maturity of the hogs. It was finally decided to set August 20 for the day of shipment. Both local and foreign bids were called for, and prospective bidders were told that there would be approximately two cars of hogs for shipment.

The parents of the club members asked permission to cooperate in the sale, and four cars instead of two were sold. There were 75 members who consigned hogs to the sale. Five men combined with the county agent to form a sales committee. The highest sealed bid was made by Mr. Clay Lewis, a local dealer. Top hogs brought $11.00; light $10.15; heavies, $10.20; roughs, $8.00; and heavy pigs, $9.75. The grand total was $5,199.16. Club members and their parents were well pleased with the sale. This was the first car shipment of hogs, made by club members, in Middle Tennessee. Payment was made the same day as the sale.

Taking the project as a whole, it was one of the most satisfactory that had ever been held in the county. Club members were not advised to hold their pigs after they had reached tops, and many had sold at the Union Stock Yards at Nashville prior to the sale (Table XXX).

TABLE XXX. SUMMARY OF MONTGOMERY COUNTY 4-H-CLUB HOG SALE, 1935

Class	Number of Hogs	Total Weight	Price per cwt.	Total Value
Top	135	26,465	$11.00	$2,911.15
Light	44	7,205	10.15	731.30
Heavy	12	3,190	10.20	325.38
Rough	4	1,117	8.00	94.00
Heavy Pigs	82	11,665	9.75	1,137.33
Total	277	49,642	$ 9.82	$5,199.16

Source: Annual Report of C. C. Wright, County Agent, Montgomery County, Tennessee, 1935.

CHAPTER V

COOPERATIVE MARKETING OF POULTRY

Turkey Associations

Production Program Prior to Formation of Association. For a number of years prior to 1931, the poultry specialists of the University of Tennessee had cooperated with the county agents of many upper East Tennessee counties in bringing to the farmers of this area a sound program of production of turkeys. Home Demonstration agents also helped interest the women of this area in the program. Both boys and girls were enrolled in turkey or other poultry projects in their 4-H-Club work.

Within a few years the soundness of the program began to show in an increased turkey production and in a higher quality fowl when ready for market. However, the producers thought that the price they received from the local buyers for turkeys and chickens was low in comparison to what they should be worth.

Early Sales. During this period, 1926 to 1931, local Farm Bureaus, county agents, State marketing specialists, and others sponsored periodic carlot pools of poultry. Each pool was conducted independent of any other pool. Sales were usually made f.o.b. shipping point although a few cars were shipped from Greene and Washington counties to terminal market. No record was kept of these sales as there was no coordinating office or organization. Sales of this kind are reported from many different counties. There were fairly regular pools for a number of years at Paris, in Henry county, and at Morristown, in Hamblen county.

Tennessee Turkey Producers' Association.(1) In 1931 the county agents began to inquire about the prospects for a cooperative turkey sale at Thanksgiving. The producers in Campbell and Claiborne counties became quite interested and a meeting of producers was called which resulted in the Tennessee Turkey Producers' Association being organized. Mr. A. Willardson, Marketing Specialist, Poultry Products Section, Federal Farm Board, spent two days helping to organize the Association. The association was incorporated October 24, 1931. Fifty-three turkey producers, representing approximately two carloads of turkeys, joined the association. It was organized around two shipping points, LaFollette, in Campbell county and Arthur, in Claiborne county.

This is a centralized type of association in that all members belong directly to the Tennessee Turkey Producers' Association. While there are no local organizations, local committees are appointed to handle the business around and at their respective local shipping points. The by-laws provide for the districting of the association to allow for directors from each loading point. These directors manage the general affairs of the association.

Local buyers, upon hearing of this organization, began to contract the turkeys in the area much earlier than usual in order to defeat the association.

The price prevailing at the farm at the time the association began loading was 15 cents per pound. Forty-one growers consigned 11,619 pounds of turkeys in the Thanksgiving car. The producers received 22 cents per pound f.o.b. shipping point. The car was sold to the Tennessee Egg Company, of Chattanooga, through their branch office in

1. Annual Report of the Extension Service (Agricultural), University of Tennessee, 1931, pp. 168-259.

Knoxville. This shipment effected an estimated savings of $813 for the shippers. In the December sale, 34 shippers sold 9,350 pounds of turkeys for 26 cents a pound. The total receipts to cooperating shippers was $2,431. Local buyers were paying approximately 21 cents per pound for turkeys at the time of loading. The estimated savings to producers was $654. The f.o.b. sales were used this year to lessen the risk to producers. Also, the bids received were enough higher than local buyers prices to warrant acceptance. It is doubtful if a higher price would have been received if the turkeys had been shipped to a terminal market (2). (Table XXXI).

TABLE XXXI. TENNESSEE TURKEY PRODUCERS' ASSOCIATION: COOPERATIVE SALES 1931

Shipping Point	Producers Consigning	Weight of Turkeys	Price per Pound	Returns to Consignors	Estimated Savings
LaFollette	41	11,619	22¢	$2,556	$813
Arthur	34	9,350	26¢	2,431	654
Annual Total	75	20,969	24¢	$4,987	$1,467

Source: Annual Report, Agri. Ext. Ser., College of Agriculture, University of Tennessee, 1931.

1932 Turkey Sales. These two shipments of turkeys stimulated keen interest in this type of cooperative sale among turkey producers in Hawkins, Greene, and Washington counties. Producers in these counties joined the association in 1932. However, the producers in Washington and Greene counties shipped their turkeys on consignment to New York markets while producers in Hawkins, Campbell and Claiborne counties sold f.o.b. shipping point.

In the November sales seven cars of turkeys were sold of which five were consigned to the New York market. Three hundred and twenty produ-

2. Chadwell, A. J., Annual Report, p. 168; Jerdan, A. L., Annual Report, p. 259---Annual Report of the Agricultural Extension Service, College of Agriculture, University of Tennessee, 1931.

cers sold 96,861 pounds of turkeys for an average price of 14.4 cents. The total returns to the producers was $13,909. This year the association members received approximately 3 cents a pound over local buyers price for their turkeys and effected an estimated savings of $2,906.

In the December sales, a few producers in Union and Hancock counties trucked some turkeys to local shipping points to be included in cooperative sales. However, due to the relatively few interested producers, and also because there was no county agent in these counties, no local unit was set up.

In this sale, 423 producers sold 96,460 pounds of turkeys. The average price was 11.3 cents per pound, for a total return to producers of $10,838. Local buyers were paying nearly ten cents a pound, on the day of the sale, for turkeys. The association estimated a savings of 1.5 cents a pound on all turkeys sold, or a total of $1,239 (3).

TABLE XXXII. TENNESSEE TURKEY PRODUCERS' ASSOCIATION: COOPERATIVE SALES 1932

Shipping Point	Producers Consigning	Weight of Turkeys	Price per Pound	Returns to Consignors	Estimated Savings
LaFollette	51	14,448	15.25	$ 2,209	$ 433
Tazewell	51	17,439	14.00	2,441	523
Rogersville	68	16,974	14.25	2,418	509
Greenville	150	48,000	14.25	6,840	1,440
Total-November	320	96,861	14.40	$13,909	$2,906
		DECEMBER			
Tazewell	39	6,122	12.50	$ 743	$ 153
Arthur	53	14,998	11.50	1,724	225
Rogersville	136	26,740	11.50	3,075	401
Greenville	125	30,539	11.30	3,436	396
Jonesboro	70	18,061	10.30	1,860	54
Total-December	423	96,461	11.30	$10,838	$1,239
Annual Total	14 Cars	193,322	12.65	$24,747	$4,145

Source: Annual Report, Agricultural Extension Service, College of Agriculture, University of Tennessee, 1932.

3. Chadwell, A. S., Annual Report, Agricultural Extension Service, University of Tennessee, 1932, p. 149; 1933, p. 139. Jerdan, A. L., op. cit. 1932, p. 245; 1933, p. 218.

Turkey Sales, 1933. Interest in the cooperative selling of turkeys had by this time spread to Sullivan, Hamblen, and Jefferson counties. Producers in these counties offered a few turkeys for sale in the cooperative sales but no new local units were established.

About this time some of the members of the Tennessee Turkey Producers' Association began to object to f.o.b. shipping point sales to local buyers. They expressed the opinion that sales might as well be made direct from the farm as to go to the trouble of bringing their turkeys to the local shipping point for sale to local buyers.

At the November sales, 289 members from Campbell, Claiborne, and Hawkins counties consigned 89,391 pounds of turkeys. The average price received this year was 10.65 cents per pound for a total receipt to producers of $9,516. The estimated savings over local price was $1,543.

At the December sale, 355 producers consigned 52,402 pounds of turkeys to the sale. The average price of 20 cents per pound, returned to producers $10,876. The estimated savings to producers in this sale was $3,763 (4).

TABLE XXXIII. TENNESSEE TURKEY PRODUCERS ASSOCIATION: COOPERATIVE SALES 1933

Shipping Point	Producers Consigning	Weight of Turkeys	Price per Pound	Returns to Consignors	Estimated Savings
		NOVEMBER			
LaFollette	56	18,001	10.50	$1,906	$ 270
Tazewell	76	25,650	10.50	2,693	385
Rogersville	157	45,740	10.75	4,917	868
November Total	289	89,391	10.65	$9,516	$1,543
		DECEMBER			
December Total	355	52,402	20.00	$10,876	$3,763
Annual Total		141,793	15.32	$20,392	$4,306

Source: Annual Report, Agricultural Extension Service, College of Agriculture, University of Tennessee, 1933.

4. Chadwell, A. S., Annual Report, Agricultural Extension Service, University of Tennessee, 1933, p. 139; 1934, p. 162. Jerdan, A.L., op. cit. 1933, p. 218; 1934, p. 237.

Tennessee Poultry Producers Association

In 1933 the chicken and turkey producers of Greene and Washington counties organized the Tennessee Poultry Producers Association, Inc. The headquarters of the association was first located at Greenville, but it was later moved to Morristown. The form of organization is very similar to that of the Tennessee Turkey Producers Association. The by-laws provide for unincorporated local units in each county which may decide to participate. Producers, however, hold direct membership in the central office at Morristown. A small membership fee is required of all members, which may be deducted from the receipts of sales.

The central office performs the functions of obtaining market information, and decides when, where, and to whom to sell, feed and care for shipments enroute to market, makes sales and collections, and distributes returns to local units. The locals assemble, grade, load, bill out cars, and keep records according to instructions received from the central association, and distribute returns to individual producer members. (See memorandum of useful information for cooperating county units and Charter of Incorporation, By-Laws, and Marketing Agreement of the Tennessee Poultry Producers Association in Appendix C).

Methods of Sales. The Tennessee Poultry Producers Association ships turkeys and poultry to terminal commission firms on direct consignment. This method is said to have made it easier to handle other poultry not only during the holiday seasons but throughout the year.

Finances. A car of poultry will weigh about 17,000 pounds and a car of turkeys about 1500. The value of either car would be approximately $3,000 net. One-half of one per cent of the net receipts is taken out for reserves by the central office, or approximately $15.00

per car. Expenses for new equipment and permanent improvements are financed by deductions prorated from each members receipts. The members are issued certificates of indebtedness which bear interest at the rate of 5 per cent per annum (Appendix C). Other expenses are for loading and unloading, wages of the car-man, and transportation. These expenses usually run about $700 per car. Membership fees are deducted from the patron's first shipment receipts.

All checks for the sale of poultry and turkeys are sent to the central office at Morristown. Here individual producers checks are made out and sent to the county locals. Producers generally have to wait seven days for their money.

Volume of Business. In November 300 members shipped 81,884 pounds of turkeys to the New York market on direct consignment to a terminal commission firm. The average price received was 12.8 cents per pound for a total receipt to producers of $11,547. This effected a savings over local prices of $2,746. The savings of the Tennessee Turkey Producers Association members on approximately the same number of pounds was $1,543 (Table XXXIII). Up to this time the returns from f.o.b. shipping point sales and direct consignment sales had been about the same. However, the consignment method proved more satisfactory at Thanksgiving 1933. The December sales for both associations brought approximately the same price. Two hundred and eighty members consigned 71,075 pounds of turkeys in the shipment. The average price of 20 cents per pound returned $10,661 to the shippers. The estimated savings were $2,132.

During the year 506 members shipped 123,204 pounds of poultry to the New York city market. An average price of 11 cents per pound was

received or a total of $12,947. The estimated savings was $3,601 (Tables XXXIV and XXXV). (5).

TABLE XXXIV. TENNESSEE POULTRY PRODUCERS ASSOCIATION: COOPERATIVE TURKEY SALES, 1933

Shipping Point	Producers Consigning	Weight of Turkeys	Price per Pound	Returns to Consignors	Estimated Savings
		NOVEMBER			
Jonesboro	69	16,545	12.70	$ 3,107	$ 524
Greenville	231	65,339	12.90	8,440	2,222
November Total	300	81,884	12.80	$11,547	$2,746
		DECEMBER			
December Total	280	71,075	20.00	$10,661	$2,132
Annual Total	580	152,959	16.40	$22,208	$4,878

Source: Annual Report, Agricultural Extension Service, College of Agriculture, University of Tennessee, 1933.

TABLE XXXV. TENNESSEE POULTRY PRODUCERS ASSOCIATION: COOPERATIVE SALES, 1933, (CHICKENS AND CAPONS)

Shipping Point	Producers Consigning	Total Weight	Price per Pound	Returns to Consignors	Estimated Savings
Jonesboro	174	38,873	11.00	$4,274	$1,117
Greenville	312	80,548	10.20	8,207	2,416
Rogersville	6	383	12.00	46	8
Tazewell	14	3,500	12.00	420	70
Union City*	150	18,000	10 to 14	2,160	360
Byrdstown**	50	44,400	12.00	5,328	888
Total	704	185,718	11.00	$20,435	$4,909

Source: Annual Report, Agricultural Extension Service, College of Agriculture, University of Tennessee, 1933.

* Shipment made through Tennessee Poultry Producers Association for Obion county farmers. No established local unit.

**Three thousand capons, estimated, trucked to New York City in December from Pickett county. Not a shipment by the Tennessee Poultry Producers Association.

NOTE: The information for much of this section was obtained from Mr. Powell, Marketing Specialist, Agricultural Extension Service, University of Tennessee.

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5. Chadwell, A. J., Annual Reports, 1933, p. 139; 1934, p. 166.
Jordan, A. L., Annual Reports, 1933, p. 220; 1934, p. 240.
Annual Reports of the Agricultural Extension Service, University of Tennessee, 1933 and 1934.

Consolidation of Sales Functions of the Turkey and Poultry Associations (6)

During 1932 and 1933 some members of the Tennessee Turkey Producers Association objected to the f.o.b. shipping point sales. They expressthe opinion that they might as well deal direct with the local buyers as to bring their turkeys to the shipping point for sale. Others thought that the shipments made to terminal markets would more often result in larger savings to them. Still others believed that when local buyers paid a few cents more for a few turkeys to fill out a car than was received by the association members, that they had suffered a loss by not selling to local buyers. The Tennessee Poultry Producers' Association was largely free from this last objection because members had to wait about a week for their receipts. During this time they realized that only one or two producers had been paid a premium by the local buyers and were satisfied with the results obtained from the cooperative shipment. In order to overcome these objections the directors of the Tennessee Turkey Producers' Association signed a Marketing Agreement with the directors of the Tennessee Poultry Producers' Association, in 1934, whereby the Poultry Association would sell and handle all turkeys delivered to it by the members of the Turkey Producers' Association. Sales are now made on the terminal markets through commission agents. While this method of sale involves more risk to the members, the association is now in a better position to withstand possible losses for a given year since it is now a well established organization. Losses from sales on the Central Market in the early years of its existence would probably have more seriously affected its membership.

6. Chadwell, A. J., Annual Reports, 1934, p. 162; 1935, p. 192.
Jordan, A. L., Annual Reports, 1934, p. 237; 1935, p. 281.
Annual Report of the Agricultural Extension Service, University of Tennessee, 1934 and 1935.

Since this time there has been little mention of the Tennessee Turkey Producers' Association as such although it is still in legal existence. Most of the management has been assumed by the Poultry Producers Association. Some of the members of the Turkey Association have joined the Poultry Producers' Association in order to ship chickens and capons cooperatively.

New Sales Policy. Up to 1934 poultry and turkeys were shipped on direct consignment to some commission firm in New York City. The ownership of the shipment was in the hands of the commission firm. Many of these firms were not soundly financed. Thus there was a great deal of risk that a firm might fail while in possession of a shipment of poultry. Such an event would have been dangerous to the continuous operation of the association. To avoid this risk the Tennessee Poultry Producers' Association now consigns all poultry and turkeys to itself at the terminal market. (See Memorandum of Useful Information for Cooperative County Units, Appendix C). In this way the association still owns the shipment on arrival at the terminal market. While the shipment is enroute the secretary-treasurer contacts commission firms through whom he sells the shipment. He then draws a draft for approximately 80 per cent of the car value on the commission firm. In this manner the association is largely protected, but still not 100 per cent in that the value of the shipment cannot be determined until final weights are obtained at the terminal market.

Volume of Business, 1934. During 1934, the Tennessee Poultry Producers' Association organized local units in Hamblen, Sullivan, and Jefferson counties. After the November turkey shipment a local unit was organized in Grainger county. This association shipped for the Tennessee

Turkey Producers' Association members in Claiborne, Campbell and Hawkins counties, six cars of turkeys during November. In all, seventeen cars of turkeys containing 243,792 pounds were sold at New York City for an average price of 17 cents per pound. The total receipts were $42,600 and the estimated savings to shippers was $5,865. During December nine cars of turkeys containing 121,400 pounds were shipped by association members. This shipment returned an average price of 20 cents per pound for a total receipt of $23,554. The savings over local buyers price was estimated at $3,642.

TABLE XXXVI. TENNESSEE POULTRY PRODUCERS ASSOCIATION: COOPERATIVE TURKEY SALES, 1934

County	Number of Cars	Number of Shippers	Total Pounds	Net Paid to Shippers	Estimated Savings
Greene	6	395	87,172	$15,546	No Data
Hawkins	3	224	42,054	7,344	"
Washington	2	152	28,587	4,888	"
Claiborne	2	161	29,366	4,961	"
Hamblen	1	72	14,708	2,544	"
Sullivan	1	71	14,146	2,470	"
Campbell	1	68	14,146	2,490	"
Jefferson	1	81	13,489	2,559	"
Total - Nov.	17	1,224	243,792	$42,600	$5,865
			DECEMBER		
Greene	4	246	52,835	$10,221	$1,585
Hawkins	2	133	28,431	5,717	853
Washington	1	79	14,680	2,632	440
Claiborne	1	59	14,129	2,829	424
Hamblen	1	40	7,020	1,415	211
Sullivan		26	4,305	740	129
Dec. Total	9	483	121,400	$23,554	$3,642
Annual Total	26		365,192	$66,154	$9,507

Source: Annual Report, Agricultural Extension Service, College of Agriculture, University of Tennessee, 1934.

Cull Turkeys. The seventeen cars of turkeys shipped in November contained approximately 20,000 turkeys. According to commission merchants and buyers, the average quality of the seventeen cars was superior to any other cars on the New York market. The cars averaged less

than 75 pounds of cull turkeys per car. One car had only one turkey rejected. One commission merchant who handled nine of these cars stated that he had less pounds of cull turkeys in the nine cars than from one other car that he unloaded on the same market (Table XXXVII).

TABLE XXXVII. NUMBER POUNDS CULL TURKEYS BY SHIPPING POINTS, NOVEMBER, 1934

Shipping Point	Number of Cars	Pounds of Cull Turkeys	Average Pounds Culls per Car
Greenville	6	198	33
Rogersville	3	280	93
Jonesboro	2	362	181
Tazewell	2	184	92
LaFollette	1	203	203
Bluff City	1	95	95
White Pine	1	60	60
Morristown	1	10	10
Total	17	1,392	81

Source: Annual Report, Agricultural Extension Service, College of Agriculture, University of Tennessee, 1934.

During 1934, the Tennessee Poultry Producers' Association shipped cooperatively chickens and capons for its members. The author has been able to obtain reports of only two counties participating although there were no doubt more. In these shipments 392 consignors shipped four cars of poultry containing 65,570 pounds of chickens and capons. The average price of 19 cents per pound brought a total gross receipts of $12,678. The consignors received a net receipt of $9,359. These shipments were reported to have saved the producers $1,640 over local prices at the time of the sale.

Marketing of Poultry and Turkeys, 1935. During 1935 some 1,760 members of the Tennessee Poultry Producers' Association shipped fifteen cars of chickens and capons from 14 counties and $43,505 was paid to the shippers for 262,700 pounds of poultry. The average sale price

was 21 cents per pound, and the estimated savings were $7,749.

Ten cars of chickens and capons were shipped in November with the turkey shipments. The author was unable to obtain data on these ten cars.

The nineteen cars of turkeys shipped in November, combined with the 10 cars of other poultry, was the largest single cooperative shipment ever to leave Tennessee. It was also the largest cooperative live poultry shipment from one consignor to be received on the New York market. These Thanksgiving and Christmas shipments of Tennessee turkeys and poultry are in great demand by the produce buyers of New York City. They claim that there are fewer pounds of culls, and a much higher average quality, and a more desirable weight of individual fowls than in any other shipment to reach the market.

This shipment, consigned by 1,053 members, contained 279,432 pounds of turkeys. The net returns to producers was $58,862 (Table XXXVIII).(7)

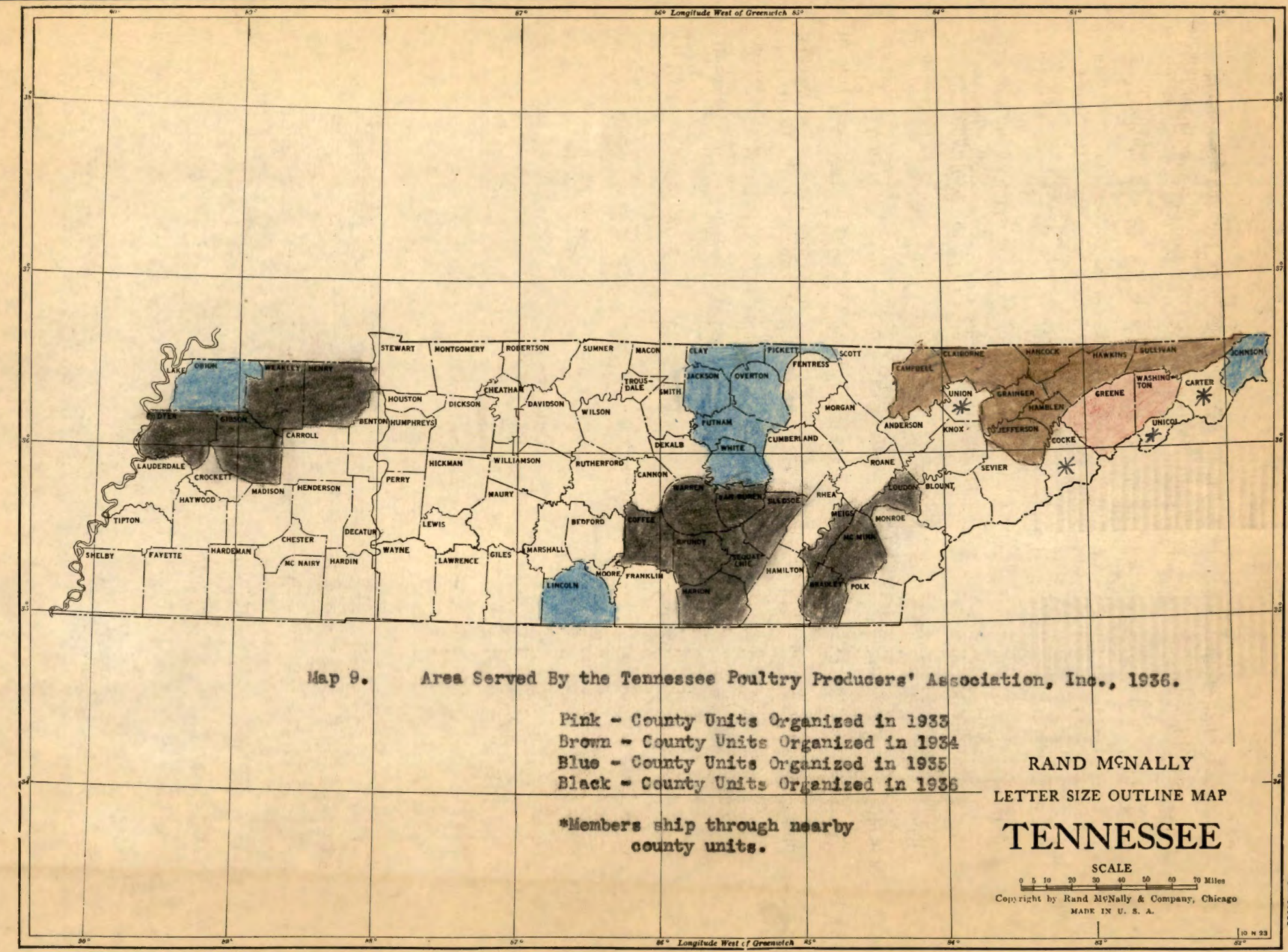
Extension of the Area Served. The Tennessee Poultry Producers' Association began business in two counties, Greene and Washington, in 1933. By 1935 there were seventeen counties with local units shipping turkeys, capons, and chickens to the New York City market. These counties were located mainly in East Tennessee. However, Obion county in West Tennessee, organized a local unit in 1935. It was estimated that the close of the 1936 season would see local units in twenty-eight counties. The present locals are situated in Johnson, Sullivan, Washington, Greene, Hamblen, Hancock, Hawkins, Claiborne, Campbell, Jefferson, and Grainger counties in East Tennessee. In the Sequatchie Valley, Marion, Bledsoe, and Sequatchie counties have local units. Cookeville serves

7. Chadwell, A. J., Annual Reports, 1934, p. 162; 1935, p. 192.
Jerdan, A.L., Annual Reports, 1934, p. 237; 1935, p. 281.
Annual Reports, 1934-1935; Agricultural Extension Service of the University of Tennessee.

TABLE XXXVIII. TENNESSEE POULTRY PRODUCERS' ASSOCIATION: COOPERATIVE TURKEY AND POULTRY SHIPMENTS, 1935

Date	County	Number Shippers	Number Cars	Total Pounds	Gross Receipts	Net Paid to Shippers	Estimated Savings
2-1-35	Sullivan	22	1	18,324	$ 3751	$ 405	$ 564
	Washington	111				2,510	
2-1-35	Greene	129	1	20,103	3,497	3,253	603
2-1-35	Hamblen	26	1	13,228	3,234	515	397
	Hawkins	42				584	
	Greene	34				1,041	
3-6-35	Sullivan	14	1	16,709	3,535	2,764	501
	Washington	53					
	Greene	33					
	Hamblen	23					
	Hawkins	22					
3-8-35	Obion	161	1	19,276	4,105	3,298	578
3-8-35	Claiborne	72	1	14,093	3,042	1,591	429
4-11-35	White	98	1	13,604	3,723	2,333	408
	Overton	40		5,221		917	157
4-12-35	Overton	56	1	10,232	3,448	2,077	307
	Putnam	17		2,928		791	88
4-12-35	Clay	47	1	9,723	4,074	1,708	292
	Pickett	36				1,157	199
	Jackson	10				287	41
4-19-35	Hamblen						
	Greene	21	Truck	8,114	1,462	1,400	244
	Washington						
	Sullivan						
4-19-35	Obion	130	1	17,270	3,968	3,058	518
5- 2-35	White	110	1	20,992	5,774	3,420	630
5- 2-35	Overton	76	1	15,291	3,853	2,495	459
5- 2-35	Clay	94	1	12,353	3,568	2,006	371
5- 2-35	Pickett	41	1	6,395	3,819	1,348	252
	Jackson	26		6,276		1,038	186
	Putnam	32		5,759		939	173
5-31-35	White	27	1	4,899	3,557	820	147
	Clay	22		2,593		403	78
	Jackson	17		2,708		433	61
	Pickett	14		1,855		293	37
	Overton	14		2,387		350	72
	Putnam	16		1,861		291	56
				TURKEYS			
11-21-35	Hawkins	52	1	14,802	3,806	3,072	146
11-20-35		62	1	14,985	3,678	3,105	150
11-20-35		67	1	14,392	3,640	2,938	144
11-21-35		49	1	14,798	3,815	3,039	148
11-20-35	Claiborne	56	1	16,091	4,130	3,338	160
11-20-35	Claiborne	11	1	5,971	3,812	1,251	59
	Campbell	36		11,247		2,339	113
11-20-35	Lincoln	35	1	14,800	3,865	3,100	148
11-20-35	Clay	24	1	5,485	3,805	1,025	55
	Overton	22		4,188		795	42
	Pickett	1		3,087		648	51
11-20-35	Hamblen	66	1	16,862	4,112	3,047	149
11-21-35	Jefferson	27	1	5,751	3,845	1,139	58
	Greene	47		14,064		2,825	141
11-21-35	Greene	51	1	15,015	3,819	3,100	150
		58	1	14,087	3,732	2,863	141
		49	1	16,222	3,598	3,119	152
		51	1	14,883	3,672	3,052	149
		53	1	14,651	3,521	2,972	146
11-20-35	Washington	51	1	12,934	3,541	2,612	130
		60	1	12,334	3,543	2,488	123
11-21-35	Washington	12	1	3,116	3,541	638	32
	Sullivan	40		8,422		1,746	84
11-20-35	Washington	25	1	3,684	3,336	741	37
	Johnson	43		9,059		1,711	91
	Greene	1		398		78	4
	Lincoln	4		1,124		11	11
Total-Chi	14	1,760	15	262,700	$ 58,450	$ 43,505	$ 7,749
Total-Tur	16	1,053	19	279,432	69,612	58,862	2,794
Year Total	30	2,813	34	542,132	$128,062	$102,367	$10,543

Source: Annual Report, Agricultural Extension Service, College of Agriculture, University of Tennessee, 1935.



Map 9. Area Served By the Tennessee Poultry Producers' Association, Inc., 1936.

Pink - County Units Organized in 1933
Brown - County Units Organized in 1934
Blue - County Units Organized in 1935
Black - County Units Organized in 1936

*Members ship through nearby county units.

RAND McNALLY

LETTER SIZE OUTLINE MAP

TENNESSEE

SCALE

0 5 10 20 30 40 50 60 70 Miles

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as the main loading point for locals in Putnam, Clay, Overton, Pickett, Jackson and White counties in 1935. 1936 plans call for locals to be established in Coffee, Van Buren and Warren counties. In West Tennessee, local units were to be organized in Gibson, Henry, Dyer, and Weakley counties in 1936.

As yet only one of the Central Basin counties, Lincoln, has joined the Poultry Association. This section is the second leading turkey section of the State. However, most of the turkeys in this area are shipped as dressed turkeys by produce buyers. There is a possibility of one or two Central Basin counties forming local units in 1936, but no definite plans or arrangements have been made toward this step as yet. (See Map 9).

During 1935 the membership of the association was increased by 346 new members in new counties through the establishment of local units. In counties with organized local units, 996 new members joined the Tennessee Poultry Producers' Association.

Savings Through Cooperative Sales. In 1931 when the Tennessee Turkey Producers' Association held its first car-lot pool of turkeys, the local buyers were paying 15 cents per pound for turkeys. The car-lot pool in November sold for 22 cents a pound. This margin of seven cents between local buyers price and cooperators price realized a savings of $813 to the cooperators. At the December pool local prices for turkeys had advanced to 21 cents per pound. Cooperators realized 26 cents a pound in their car-lot pool or a margin of 5 cents a pound. The estimated savings to association members was $654.

By 1932 the local dealers had further reduced their margins. Cooperators realized 14.4 cents per pound for turkeys in the November

sales, while the local price was 11.4 cents per pound, or a margin of 3 cents. The estimated savings per car was $415. During December, local buyers trying to defeat the association, narrowed their margin to 1.5 cents per pound. Local cooperators sold turkeys for 11.3 cents per pound for an estimated savings of $177 per car.

The margin in 1933 was 2.3 cents both at November and December sales. The estimated savings to association members was $390 per car.

In general, it is estimated that a one cent margin between local and cooperative sales price will realize approximately $175 savings to members per car of poultry sold. A four cent margin will effect a savings of approximately $600 a car; a two cent margin, $300 a car.

Up to the present time cooperative shipments of poultry have never failed to effect a savings for the members. However, during the past year the spread between local prices and terminal prices has narrowed to such an extent that the Tennessee Poultry Producers' Association feels that it can safely accept f.o.b. shipping point bids again. In some shipments in 1935 less than $100 savings per car to members was effected.

These cooperative sales of turkeys and poultry are given credit for the increase in local price of poultry. Members of the association are not the only ones, therefore, to benefit from these cooperative sales (Table XXXIX).

There is one difficulty in estimating savings in this manner. The New York City market is surrounded by an area of high poultry production. The day a cooperative poultry shipment leaves Tennessee the New York market may be paying 25 cents a pound for poultry. Over night local truckers may flood the New York market with a surplus of poultry

TABLE XXXIX. SAVINGS THROUGH COOPERATIVE TURKEY SALES, BY YEARS 1931 - 1935

Dates	Cooperative Price per lb.	Local Price per lb.	Margin per lb.	No. Cars	Estimated Savings
11-18-31	22 ¢	15 ¢	7 ¢	1	$ 813
12-17-31	26	21	5	1	654
11-19-32	14.4	11.4	3	7	2,906
12-16-32	11.3	9--10	1.5	7	1,239
11-19-33	12.3	10	2.3	9	4,289
12-18-33	20	13	7	7	5,865
11-18-34	17	15	2	17	5,865
12-17-34	20	17	3	9	3,642
11-20-35	21	19.5	1.5	19	2,794

Source: Annual Reports, Agricultural Extension Service, College of Agriculture, University of Tennessee, 1931 - 1935.

for that day and cause a temporary drop in price to 20 cents a pound. The Tennessee shipment, reaching the market on such a day, sells for 20 cents a pound, which may be Tennessee local buyers price. Thus it is possible for the local buyer to be paying a low price and for a cooperative shipment to realize less than local buyers price. Hence, for any one shipment the estimated savings to cooperators may be low for this reason. Such an occurrence has happened to Tennessee Poultry Producers' Association shipments. However, this has not seriously affected the Association since it has so far been a fairly rare event.

Cooperative Sale of Capons

Up to 1932 the New York City market had never received capons in large enough numbers to issue price quotations on them. In December of that year approximately 700 capons were trucked from Pickett county to New York City. The poultry dealers looked upon the shipment as a novelty. In December of 1933 some 3,000 capons from Pickett county were again trucked to New York City and a few were also included in the cooperative turkey shipments. These early shipments of capons by

Tennessee farmers are credited with the establishment of New York City as a capon market. Barred and White Rock capons weighing 8½ pounds find a ready sale at prices ranging from 25 to 30 cents a pound.

Tennessee producers are showing keen interest in this fairly new poultry industry. It has been found that capons are easy to raise and the mortality loss is usually low. It is estimated that Jackson county alone will ship 15,000 capons in 1936. This industry up to the present time has had its greatest growth in the Cookeville area, where eight or nine cars are expected to be shipped in 1936. Putnam, Overton, Clay, White, and Pickett are some of the leading capon producing counties.

Dealers in New York City find that some consumers frequently prefer a capon to other fowl. The increasing demand for this type of product seems to indicate the successful establishment of a new farm enterprise, and a new source of cash income on Tennessee farms. The creation of this industry can, to a large extent, be traced directly to the cooperative associations in East Tennessee.

CHAPTER VI

SOME FACTORS FOR THE SUCCESS AND FAILURE OF LIVESTOCK MARKETING ASSOCIATIONS

Quantity of Production of Meat Animals. The importance of small farms in Tennessee is shown by the fact that the average number of acres of farm land per farm family was only 69.7 in 1934 and 73.3 acres in 1929. Seventy per cent or almost three-fourths of the farms in the State were less than 100 acres in size in 1929. The average land usage per farm in 1929 was as follows: Total crop land, 31.2 acres; woodland pasture, 6.2 acres; other pasture, 14.8 acres; and all other land, 5.3 acres.

TABLE XL. NUMBER AND PERCENT OF FARMS BY SIZE GROUPS IN TENNESSEE, 1929

Size	Number of Farms	Percent of Total
Under 20 acres	38,256	15.6
20 to 49 acres	73,267	29.8
50 to 99 acres	61,368	25.0
100 to 174 acres	37,178	15.1
175 to 259 acres	11,656	4.7
260 acres and over	7,713	3.2
Unclassified	16,217	6.6
All Farms	245,657	100.00

Source: Census of Agriculture, 1930

The average size of Tennessee farms in 1935 was 69.7 acres. Table XLI gives a comparison between an average Tennessee and Iowa farm in the amount of livestock produced per farm. The small size of Tennessee farms limits livestock production to relatively few numbers per farm.

Many of these small farms are of the self-sufficing type on which little or no livestock is kept and that which is produced or raised is used principally by the farm family. The 1930 agricultural census lists approximately one-fifth of the farms in the State as self-sufficing.

that is, the family consumes half or more of the production of the farm. These farms, approximately 53,000, have a gross income of $400 a year or less. This $400 income is not all cash, but also includes food and supplies that is produced and used at home. In areas of the State where this condition exists, relatively few or no cooperative sales of agricultural products are recorded (Map 7, p. 32).

TABLE XLI. AVERAGE SIZE OF FARM AND AVERAGE AMOUNT OF LIVESTOCK PER FARM REPORTING, IOWA AND TENNESSEE, 1935

	Tennessee	Iowa
Average Size of Farm	69.7 A.	154.8 A.
Average Number of Swine	6.1	31.3
Average Number of All Cattle	5.5	22.0
Average Number of Sheep	23.8	38.5
Average Number of Horses and/or Mules	2.6	5.0
Average Number of Chickens	45.0	132.0
Average Number of Turkeys	5.0	11.0

Source: 1935 Census of Agriculture.

Tennessee is not a surplus meat producing State above farm consumption except for poultry, beef, and spring lambs. Most of the beef is sold within the State. It is estimated that only 45 per cent of the hogs produced enter the commercial meat trade. Both beef and pork are imported into the State.

> "The South is the biggest consumer of heavy meats off of extremely heavy hogs, sows and stags." (1)

> "Packers in the following cities purchase some of their hogs through Order Buyers on the Indianapolis market: Knoxville, Tennessee; Greenville, South Carolina; Cincinnati, Ohio; and others." (2)

While in certain areas of the State, the production of meat animals is in excess of the needs of the area, the supply in the State as a

1. Middleton, G. F., Market Tour Information, p. 5, Producers Commission Association, Indianapolis, Indiana, 1936.
2. op. cit. p. 6.

whole is limited to relatively small numbers and does not fill the consumer demand. This limited production limits the possible volume of business that can be carried on at any one shipping point and may prevent any cooperative sale of livestock (See Maps and Tables, Livestock Distribution in Tennessee, Chapter I).

Local Livestock Buyers. Independent buyers of livestock in the State are numerous. Some counties are known to have as high as twenty or more local buyers actively engaged in business. Even the areas of low livestock production have large numbers of local buyers (3). Men that engage in this profession for a living become specialists in purchasing and selling livestock. They travel over the same area year after year and know personally each producer. They conduct their business with the local banks and merchants and build up a following of friends and good-will in the community. A large number of livestock change farms and owners each year from the time they are born until they start for market. The independent dealer thrives under such conditions, confining much of their activities to buying from one farmer and selling to another who desires additional livestock for feeding, wintering, or pasturing. Thus a large amount of local purchasing and selling takes place in which the cooperative association takes no part.

Thus, a large portion of the livestock in the State is controlled by the local trader either through friendship, ownership, contract or otherwise, thus further limiting the possible volume of business of cooperative associations.

Motor Transportation of Livestock. Each year during the past decade terminal markets have been obtaining a larger percentage of

3. Unpublished data, Department of Agricultural Economics, University of Tennessee.

total receipts by trucks. In 1922 at 16 representative markets of the United States the motor truck transported 8.3 per cent of the hogs, 2.8 per cent of the cattle, 9.4 per cent of the calves, and 6.2 per cent of the sheep received at these markets. During 1932, the percentage for truck receipts were 54.6 per cent of the hogs, 34.6 percent of the cattle, 52.9 per cent of the calves, and 21.6 per cent of the sheep. The largest increases were in receipts of hogs and calves. (4)

County agents report that this situation exists to a large extent in Tennessee. H. H. Jones, County Agent of Williamson County, states in a letter to the author: "We are only 18 miles from the Union Stock Yards in Nashville, and practically all the livestock is trucked individually to this livestock market."

H. H. Lawley, County Agent of Roane County, reports: "In 1934 we enlisted fifty of our leading farmers who grow livestock to some extent, in the Eastern Livestock Cooperative Marketing Association. Our membership unit is not very active. This fact is due largely to our being within a short distance of the Knoxville markets."

This situation in the State and its effect upon cooperative marketing of livestock is reported in a study made in 1928 at Goodlettsville, Tennessee.

> "Prior to 1910, about the only market Nashville furnished for lambs was the few head killed by its local butchers, but soon after, and by 1916, Nashville had developed a fairly good market for spring lambs. With the establishment of the Nashville lamb market, farmers who had previously marketed their lambs through the Goodlettsville and other Lamb Clubs, began to haul their lambs to Nashville and sell them direct at the stockyards. This practice was not without its effect upon these Lamb Clubs." (5)

4. Henning, G. F., Motor Transportation of Livestock in Ohio, Agricultural Experiment Station, Wooster, Ohio, 1933 Bulletin No. 531, p. 1.
5. Robinson, T. L., A Study of Some Farmers' Cooperative Organizations in Tennessee, p. 315.

From 3,000 lambs marketed annually the number dropped to an average of less than half that number by 1917 at Goodlettsville. With the advent of good roads and the use of motor trucks for transportation, the Goodlettsville Lamb Club found the number of farmers desiring to sell lambs through the club diminishing still more. As a result of these factors no lambs were sold by the club in 1927 and subsequent years.

> "Indications are that the Goodlettsville Lamb Club has served its period of greatest usefulness and is not likely to be revived so long as farmers can truck their own lambs and sell them on the Nashville market individually." (6)

The following reasons are given by the Central Basin farmers for a change in manner of marketing their lambs: Less loss through shrinkage, quicker returns, and the fact that they can sell any day independently of other farmers.

Shrinkage. In connection with the marketing of the Goodlettsville lambs, a study was made of the comparative losses resulting from shrinkage in weight when lambs were handled in various ways. This was done by the members of the sales committeein order to determine when it would be to the club's advantage to foster a distant shipment involving a longer period of time and a consequently heavier shrinkage.

The study of shrinkage revealed the fact that lambs going to Louisville, Ky., or St. Louis, Mo., an average distance of 255 miles, usually lost an average of from 8 to 10 pounds per head when not sold until the second day from time of assembling and shipment. On the other hand, lambs taken from the farms, weighed locally and trucked direct to Nashville---13 miles---and marketed the same day they left the farm, shrank only two pounds in weight. The difference might amount to as much as

6. op. cit., p. 318.

$1.00 per head when lambs were selling for $15.00 per hundredweight. This would be equivalent to a difference in price of $1.25 per hundredweight on an 80-pound lamb when marketed at Nashville as compared with selling on the more distant markets. No doubt this factor of heavy shrinkage, which lambs undergo when separated from their dams, was one of the most outstanding causes of a change in marketing methods among the members of the Goodlettsville Lamb Club. (7)

Practically all lambs in Middle Tennessee are sold on the Nashville market at the present time. The nearness to market, improved roads, and the possibility of small shipments by trucks has been responsible for a large part of the decrease in cooperative livestock associations in this section of the State.

Use of Motor Trucks By Shipping Associations. The conclusions of Mr. Robinson that the Goodlettsville Lamb Club has passed its period of greatest usefulness is not borne out by the practices of similar associations in other states. A study of practices in Minnesota reveals that there are 27 shipping associations that use trucks exclusively for hauling livestock to the terminal market. About ten of these are within a radius of 60 to 70 miles of the South St. Paul market. In a few instances the truck has been brought into use because there was no railroad in the natural trading center of the community, but in a much larger number of instances truck transportation has been adopted because the association was not receiving enough livestock to make regular shipments by rail, or because of the shipper's demand that a trucker come direct to the farm to collect the livestock.

In most associations using trucks exclusively, particularly those

7. op. cit., p. 320.

handling a small volume, the truck driver is also the manager. No direct charge is made for management, though the truck driver's charge no doubt includes a small fee for such managerial services as he performs. In some of the larger associations a special charge provides for a manager. Here the manager receives and often solicits orders for livestock, decides when and to whom shipments shall be made, accompanies the truck driver to the farm, supervises the loading, and mails the checks to the consignors. In all associations livestock is listed with the manager. When enough is listed to make a fair-sized load the truck driver collects the livestock from each farm and hauls it direct to market. With few exceptions, loading yards are owned by the railroad companies and cannot be used by associations shipping by truck. For this reason, home weights are not taken on trucked livestock except by a few associations that have built their own yards and equipped them with scales.

In nearly all the associations the manager owns the truck, though he may, and in larger associations usually does, employ a driver. Trucks vary from 1½ to 8 tons in capacity.

In general, associations located from 60 to 70 miles from the market weigh and sell livestock upon arrival without feed or water, while associations located farther from market feed and water before selling. Livestock is sold on the following day, the same as rail shipments. The manager of one association, located 140 miles from South St. Paul, says: "It takes 5 to 6 hours to get to market by truck and 16 to 17 hours by rail. Our truck arrives at the terminal market about midnight. This gives the livestock a good chance to rest before being fed and watered on the following day." Another advantage of the shorter period required for transportation is that producers can more easily take advantage of

sudden shifts in the market.

In most associations hauling livestock direct from farm to market the producer is charged a flat rate sufficient to cover the cost of assembling and hauling. Terminal marketing costs are added as a separate charge. This plan results in a distribution of expense similar to that which results when the "combination method" is used for rail shipments. However, some of the larger truck associations are, like many rail associations, using the "flat rate by species" method.

A large number of the associations transporting livestock by truck obtain some income from a patronage dividend paid by the cooperative commission firm to which a large part or all of their livestock may be consigned. Because this dividend exceeds the amount needed for ordinary sinking fund purposes, it is frequently used for reducing the cost of trucking. Out of a total cost of 25 cents per hundred pounds for trucking, the producer member may, for example, pay 20 cents and the association 5 cents. Because independent truckers are likely to find it difficult to compete with these reduced rates, this practice helps the association to maintain its volume.

A limited number of truck associations are using a "flat rate by species" for determining cost of marketing. The sinking fund is included in the flat rate and is not used to reimburse shippers for losses resulting from accident in transit. Such losses are covered by commercial insurance provided by the owner of the truck.

Each consignor's livestock handled by truck associations is weighed and sold separately at the terminal market, each taking his own shrinkage. There is a charge of 25 cents for each additional weighing, if there are more than three. If requested, an individual account sales

statement and an individual check are issued by the commission firm for each shipper's livestock without additional cost. Because the expense of trucking each consignor's livestock is usually deducted before the check is written, there is no further prorating to be done. Some associations, especially those operating on a flat rate per hundred pounds, usually request but one account sales statement and one check covering the total sales. Such associations must prorate receipts and expenses among the consignors as in case of associations shipping by rail (8).

Associations located more than 100 miles from the market may find, after careful study, that a combination of truck and rail service is the most economical method of marketing livestock. If such is the case, an aggressive policy by the directors and managers usually will enable the association to meet truck competition. In territory closer to the market, where the truck may be the most economical method of transporting livestock, producers may find it to their advantage to maintain the association as a trucking association and by so doing render a better trucking service and possibly at a lower cost. The possibilities of cooperative trucking associations in Tennessee is a field for further investigation.

Direct Marketing, Volume of Business and Terminal Market Cooperative Sales Agencies. Cooperative terminal market sales agencies have been operating in Tennessee since 1931. The establishment of the Producers' Livestock Marketing Association at Nashville provided Middle Tennessee cooperative livestock shipping associations and farmers with a cooperative sales agency. However, some farmers began to ship direct to the "Producers'" at the expense of the volume of business of the local association. Some state that the establishment of the Producers Sales

8. Johnson and McNulty, Livestock Shipping Associations in Minnesota, 1934, p. 17 - 24.

Agency caused the failure of some Central Basin livestock cooperative associations. It would seem that a more direct cause was the inability of such associations to meet the competition offered by direct marketing.

The Eastern Livestock Cooperative Marketing Association has been in operation for a number of years in East Tennessee. This association has never been as successful as some had expected. This is due, perhaps, to lack of a sufficient volume of business to enable the association to employ a salesman for each species of livestock, who would be in a position to study market receipts, price prospects and trends, and to sound out prospective buyers to see which are the best for that particular morning's market as is done by private commission firms. Each salesman for the Eastern Livestock Cooperative Marketing Association has had to sell two or three different kinds of livestock and as a result have not been able to obtain as efficient results as salesmen for private firms. However, there has been some reorganization in the management of this agency in the past few weeks which will probably improve this situation.

Local Association Problems

Management. Cooperation has long been noted for its tendency to follow fads. At one time or another emphasis has been placed on form of organization, financing, contracts, and other features of cooperative marketing. The latest hobby of some persons interested in cooperation is to lay heavy stress on management, almost to the exclusion of other important considerations. "The success of cooperative marketing is nine-tenths good management," is a typical expression of these people.

Management of local associations in Tennessee is usually by the secretary-treasurer of the association. A sales committee of three men, usually successful farmers, aid the manager on shipping days. The

County Agent acts in an advisory capacity with the shipping committee. In most cases, even in the most successful associations, the County Agent is more than an advisor; he is in reality the manager. However, since he already has one position, all reports, receipts, and business is transacted in the name of the secretary-treasurer. The farmers often say to the County Agent, "You know how it is done; go ahead." Farmers frequently refuse to assume responsibility of management.

One exception is Mr. Bible, the secretary-treasurer and manager of the Tennessee Poultry Producers' Association. Mr. Bible is an insurance salesman who devotes part of his time to the business of the association. He receives from $7.00 to $10.00 per car of poultry shipped by the association, plus office expenses. He is very much interested in cooperative marketing and is perhaps more like the ideal manager than any other person employed in the State in a similar capacity. The success and increasing growth of the Tennessee Poultry Producers' Association can to a large extent be traced to his efforts. The board of directors of this association in their annual meeting generally adopt the policies suggested by Mr. Bible. These policies and reports offered to the directors for approval have first been checked by the specialists of the Marketing Department of the Agricultural Extension Service, University of Tennessee.

Volume of Business. Local associations in Tennessee do not handle a large volume of business. This is partly a management problem and partly a membership problem. The County Agent has other work to do besides sponsor cooperative shipping associations. Members quickly forget the benefits derived from cooperative effort unless they are constantly reminded of them.

In this connection local auction companies appear in the picture.

Local auctions are stressed as county projects. Sales are held often and farmers take keen interest in them. "It's the Greene County auction." Appeal is made to the farmer's personal interest. He is made to feel that the success of the enterprise is something that reflects to the honor of the county and thus to himself. These local auctions have been responsible for the complete failure of cooperative marketing in Knox county.

The sale of beef cattle in Washington and Greene counties is almost entirely through these auctions. Cooperative shipments of veal calves are becoming smaller and smaller each year. Lamb pools are declining in number and in volume of business. In East Tennessee local commercial livestock auctions are to be found at Knoxville, Morristown, Greenville, Newport, Bristol, Johnson City, Kingsport and Cleveland. The most successful of these are the first three which are under the same ownership.

Membership. The more successful and better educated farmers continue to sell livestock cooperatively year after year. They remember the benefits derived from cooperation and realize that local prices are often based partly on cooperative sale price. However, these same farmers will not accept the responsibility of management or direction of local associations. Some farmers cooperate one year and not the next. This is often due to relatively small amounts of livestock on the farm. The farmer may have some feeder cattle one year and not the next, or he may drop out of sheep raising a year or so.

Livestock Buyers. (See Page 95) Many local traders object to cooperative marketing and go to almost any lengths to kill local associations. They state that they are taxpayers. They live in the county and thus are entitled to purchase the livestock that is being shipped cooperatively. They say that those responsible for cooperative marketing

are depriving them of their living. These objections are not only made locally but are often stated in letters to the State Legislators and other State officials.

Benefits

Cooperative marketing of livestock in Tennessee has been of great benefit to the farmers of the State. If not in increased prices, as some doubt, then in improved practices of farming. The increased quality of Tennessee spring lambs and the demand of the buyers on terminal markets for this product can be traced directly to practices and methods of production sponsored by cooperative associations. The same is true of the increased quality of veal calves. The creation of the capon industry and thus a new source of farm income can be credited to cooperative poultry associations in the State. In general, the improved production practices of livestock raising in Tennessee can be partly traced to cooperative shipments and associations.

> "The greatest service cooperation among producers in the marketing of their products can render to the consumer today is to produce, process, and market the products of production in sufficient quantities and efficiently on a basis that will net a reasonable earning, which will furnish the necessary buying power to enable the producer to purchase the goods manufactured by the worker and to maintain prices within the range of the consumer's earning power." (9)

Outlook

The outlook for cooperative livestock marketing in Tennessee in the immediate future is for a decline in activity. Local auction companies in the State will no doubt cause a decline in the number of local shipping associations. The improved roads will tend to increase the direct

9. Brandt, John, Cooperatives as a Practical Means for Building the Morale of Producers, American Cooperation, 1935, p. 39.

selling of livestock to stock yards at Union City, Chattanooga, Memphis, Nashville, and Knoxville in the immediate future. However, the continued success of the Tennessee Poultry Producers' Association, and the success of the local wool pools will keep cooperative marketing before the farmers of the State. Other cooperative marketing, than livestock, will maintain the interest and educate farmers in cooperative enterprise. The return to the farm of trained University graduates will supply a source of managerial material for the future. The continued efforts of Farm Bureaus, County Agents, Smith Hughes Teachers and others will no doubt result in an increased and more successful cooperative marketing of Tennessee livestock.

APPENDIX A

SUGGESTED BY-LAWS FOR INCORPORATED LIVESTOCK SHIPPING ASSOCIATIONS

By-Laws of the _____ Livestock Shipping Association, incorporated under the Cooperative Marketing Act and laws amendatory thereof, and having its principal place of business at _____, Tennessee.

Article I - Purposes and Powers

Section 1. The purposes and powers of this Association are as set forth in its Charter of Incorporation.

Article II - Members

Section 1. Qualifications - Any person, firm, partnership, corporation, or Association, including both landlords and tenants in share tenancies, who is a bona fide producer of livestock in the territory tributary to the shipping point of this Association and who is in good standing may become a member of the Association by executing the Marketing Agreement and meeting such other conditions as may be prescribed by the Board of Directors.

Section 2. Membership Certificates - This Association shall issue a certificate of membership to each member. The membership certificate shall be in such form as may be prescribed by the directors but shall not be transferable.

Section 3. Expulsion - If any member shall cease, fail, neglect, or refuse for any reason whatsoever to market the livestock owned or produced by him as provided in the Marketing Agreement, then the Board of Directors may cancel his membership and expel him from membership in this Association; and all of his rights and interest therein shall by that act be cancelled and such member shall be entitled only to payment, as provided by law, of the equitable appraised value of his interest in the property of the Association.

Section 4. Withdrawal - Any member may withdraw from the Association as provided in the Marketing Agreement, but such withdrawal shall not affect any right or lien which the Association has against the retiring member or his property until his indebtedness to the Association is fully paid.

Article III - Meetings

Section 1. Fiscal Year - The fiscal year of this Association shall commence on the first day of January and end on the last day of December.

Section 2. Annual Meeting - The annual meeting of the members of this Association shall be held at _____, in the town of

_____, State of Tennessee, at _____ o'clock ___ m. on the _____ in _____ of each year, if not a legal holiday, but if a legal holiday, on the next business day following. The annual meeting shall be held for the purpose of electing directors and transacting such other business as may properly come before the meeting.

Section 3. Special Meetings - Special meetings of the members of this Association may be called at any time by the President, or upon resolution of the Board of Directors, or upon written petition to the President of the Board, signed by 10 per cent of the members of the Association, except where otherwise prescribed by law or elsewhere in these By-Laws. Each such call shall be in writing and shall state the time, place, and purpose of such meeting. No business shall be transacted at a special meeting other than as is stated in the purposes for the call.

Section 4. Notice of Regular Meetings - Notice of each regular or annual meeting of the members shall be given. Such notice must state the time and place of the meeting; and that the purposes thereof are the election of a Board of Directors and the transaction of such other business as may come before the meeting, but no failure or irregularity of notice of any annual meeting regularly held shall affect any proceedings taken thereat. A copy of such notice shall be mailed each member of the Association at least ten (10) days prior to holding of such meeting; or, in lieu thereof, may be announced by publication in a newspaper, of general circulation in the territory served by the Association, published at the principal place of business of the Association. Notice of all meetings shall be given by the Secretaryupon the order of the President of the Board of Directors.

Section 5. Notice of Special Meetings - Notice of each special meeting shall be given by mailing to each member a copy of the call for each meeting, as his address shall appear upon the books of the Association, at least ten (10) days prior to the time fixed for such meeting; or, in lieu thereof, may be announced by publication in a newspaper, of general circulation in the territory served by the Association, published at the principal place of business of the Association.

Section 6. Quorum - _____ per cent(_____) of the members shall constitute a quorum for the transaction of business at any meeting of the Association except for the transaction of business concerning which a different quorum is specifically provided by law or by these By-Laws.

At any regular or special meeting of the Directors or Executive Committee, a majority of the members thereof shall constitute a quorum, but a majority vote of all the members of such Board or Committee shall be required to take any action.

Section 7. Order of Business - The order of business at the annual meeting shall be:

1. Roll call
2. Proof of due notice of meeting
3. Reading and disposal of minutes
4. Annual reports of officers and committees
5. Election of directors
6. Unfinished business
7. New business
8. Adjournment

Article IV - Directors and Officers

Section 1. Management - The business and affairs of this Association shall be conducted and managed by a Board of Directors of seven (7) members.

Section 2. Election - The Directors shall be elected annually by ballot at the annual meeting of the members from the membership of the Association and shall hold office until their successors shall have been elected and qualified and have entered upon the discharge of their duties.

Section 3. Vacancies - Whenever a vacancy occurs in the Board of Directors, other than from the expiration of a term of office, the remaining Directors shall appoint a member to fill the vacancy until the next regular meeting of the members.

Section 4. Election of Officers - The Board of Directors shall meet immediately following each annual meeting, or within ten days thereafter, for the purpose of organizing and electing officers for the ensuing year. At such meetings they shall elect a President and one or more Vice-Presidents from their own number, and shall elect a Secretary and a Treasurer, or a Secretary-Treasurer, who may or may not be from their own number. Such officers shall hold office for one year and until their successors are elected and qualified. Notice of such meeting is hereby dispensed with.

Section 5. Regular Meetings - In addition to the first meeting mentioned above, regular meetings of the Board of Directors shall be held at such times and places as the Board may determine.

Section 6. Notice of Regular Meetings of Directors - Notice of the regular meetings of the Directors shall be mailed to each Director at his last known address at least five (5) days prior to the time of such meeting, except the first meeting after each annual meeting of members.

Section 7. Special Meetings - Special meetings of the Board of Directors may be held at any time upon call of the President, or of a majority of members of the Board or at any time when all the members of the Board are present and willing to act, and may be held at any place which the Board of Directors shall designate and approve.

Section 8. Notice of Special Meetings - Notice of all special meetings of the Board of Directors shall be given to each Director at least

five days by mail, or one day by wire or telephone previous to the time fixed for the meeting. All notices of special meetings shall state the time, place, and purpose thereof. The Executive Committee shall fix its own notice, and methods of procedure, but records of all its meetings and transactions shall be kept.

Section 9. Limitations on Directors - No Director shall hold a position as an employee of the Association on regular salary or substantially full time pay. No Director during the term of his office shall be a party to a contract for profit with the Association differing in any way from the business relations accorded to any other member.

Section 10. Quorum - A majority of the Board of Directors shall constitute a quorum at any meeting of the Board.

Section 11. Removal - Any Director of the Association may be removed from office for cause by vote of the members present at any annual or any special meeting called for that purpose, at which a quorum of the members shall be present. The Director shall be informed in writing of the charges preferred against him at least ten (10) days before such meeting and at such meeting shall have an opportunity to present witnesses and be heard in person or by counsel in answer thereto.

Section 12. Compensations - The compensation of the Board of Directors shall be determined by the members of the Association at any annual or special meeting of the Association.

Section 13. Executive Committee - The Board of Directors may appoint an Executive Committee, of which the President shall be chairman, and composed of three members, which shall have and exercise all the powers of the Board of Directors while the Board is not in session, but in accordance with any directions or policies established by the Board of Directors, and if any division shall arise in such Committee, any member of the Committee may appeal any matter in controversy to the Board by a notice to the Secretary within two days thereafter; a special meeting of the Board shall be called immediately and the Executive Committee shall take no action upon such matter except in accordance with the disposition made by the Board of Directors.

Article V - Duties of Directors

Section 1. Management of Business - The Board of Directors shall have general supervision and control of the business and affairs of the Association and shall make all necessary rules and regulations not inconsistent with law or with these By-Laws for the management of the business and the guidance of the officers, employees, and agents of the Association. They shall have installed an accounting system which shall be adequate to the requirements of the business, and it shall be their duty to require that proper records of all business transactions be kept.

Section 2. Employment of Manager - The Board of Directors shall have power to employ and to dismiss a Manager and such other employees as may

be deemed necessary or desirable, and fix their compensation.

Section 3. Bonds and Insurance - The Board of Directors shall require the Manager and all other officers, agents and employees charged by the Association with responsibility for the custody of any of its funds or property to give adequate bonds. Such bonds shall be furnished by a responsible bonding company and approved by the Board of Directors, and the cost thereof shall be paid by the Association. The Board of Directors shall provide for the adequate insurance of the property, including livestock and property of all kinds, regardless of ownership, which may be in the possession of the Association or owned, held, or stored by it.

Section 4. Audits - At least once in each year the Board of Directors shall secure the services of a competent and disinterested public auditor or accountant, who shall make a careful audit of the books and accounts of the Association and render in writing a report thereon, which shall be submitted to the members of the Association at their annual meeting. This report shall include at least (1) a balance sheet showing the true assets and liabilities of the Association; (2) an operating statement for the fiscal period under review showing the cost of, and income from, sales and the gross income or loss from each of the commodities handled during the period, and (3) an itemized statement of all expenses for the period under review.

Section 5. Inventory - The Board of Directors each year shall appoint a committee of not less than three of its members whose duty it shall be, with the assistance of the manager and the President, to take an inventory of all property and such other papers pertaining to the Association as may be required by the Board of Directors.

Section 6. Marketing Agreements - The Board of Directors shall have the power to carry out the Marketing Agreements of the Association with its producer members in every way advantageous to the Association representing the producers collectively.

Section 7. Depository - The Board of Directors shall have the power to select one or more banks to act as depository of the funds of the Association and to determine the manner of receiving, depositing and disbursing the funds of the Association.

Article VI - Duties of Officers

Section 1. Duties of President - The President shall (1) preside over all meetings of the Association and of the Board of Directors; (2) call special meetings of the Association and of the Board of Directors; (3) perform all acts and duties usually performed by an executive and presiding officer, and (4) sign all membership certificates and such other papers of the Association as he may be authorized or directed to sign by the Board of Directors, and he shall perform such other duties as may be prescribed by the Board of Directors.

Section 2. Duties of Vice-President - In the absence or disability of the President, the Vice-President shall perform the duties of the President; provided, however, that in case of a vacancy or disability of the President to act, the Board of Directors shall elect his successor.

Section 3. Duties of Secretary - The Secretary shall keep a complete record of all meetings of the Association and of the Board of Directors and shall have general charge and supervision of the books and records of the Association. He shall sign all membership certificates with the President and such other papers pertaining to the Association as he may be authorized or directed to do by the Board of Directors. He shall serve all notices required by law and by these By-Laws and shall make a full report of all matters and business pertaining to his office to the members at the annual meeting. He shall keep the corporate seal and the book of blank membership certificates; complete and countersign all certificates issued and affix said corporate seal to all papers requiring seal. He shall keep a proper membership book, showing the name of each member of the Association, the number of his membership certificate, and date of issuance, surrender, cancellation, or forfeiture. He shall act as secretary of the Executive Committee. He shall make all reports required by law and shall perform such other duties as may be required of him by the Association or the Board of Directors. Upon the election of his successor, the Secretary shall turn over to him all books and other property belonging to the Association that he may have in his possession.

Section 4. Duties of Treasurer - The Treasurer shall have custody of all money belonging to the Association and shall keep a full and complete record of all receipts and disbursements thereof, except such receipts and disbursements as the Manager may make in the conduct of the business as authorized by the Board of Directors. The Treasurer shall pay out no money except on the order of the President and Secretary. He shall make a report of the financial condition of the Association at its annual meeting and at such other times as the Board of Directors may require. The Treasurer shall perform such other duties as he may be authorized to perform by the Board of Directors. The Treasurer shall execute a bond, to be paid for by the Association, to protect the Association from losses occasioned by his default or breach of duty.

Section 5. The offices of Secretary and Treasurer may be held by one person.

Section 6. Duties of Manager - (a) Under the direction of the Board of Directors the Manager shall have general charge of the ordinary and usual business of the Association, including purchasing, marketing, and handling of all products, merchandise and supplies. He shall, so far as practicable, endeavor to conduct the business so as to give just and fair treatment to the members and provide the Association with sufficient funds to meet operating expenses and provide for the reserves and disbursements provided by these By-Laws. The Manager shall deposit in the name of the Association in a bank selected by the Board of Directors all money belonging to the Association which comes into his possession and he shall make all disbursements therefrom for the ordinary and

necessary expenses of the business by check in the manner and form authorized by the Board.

(b) Handling Shipments - When a sufficient amount of livestock has been listed with the Manager to make a full carload, or at such other times as may be designated as shipping days, the Manager shall order the necessary car space for making shipment and shall notify each member having livestock listed of the time and place of delivery.

The Manager shall be at the yard on the day of shipment, unless he shall have secured a competent substitute, and shall inspect and receive all the livestock and weigh, mark, sort, or grade, and load the same on the car. He shall have charge of and direct the sale and/or consignment of all shipments under the direction of the Board of Directors, collect for and/or receive all proceeds of sales and make payments to the members, less deductions provided for in these By-Laws. He shall furnish a statement to each member showing the weight, grade and price received and deductions made on the shipment. He shall keep on file a complete statement of the settlement, together with the returns from the commission firm selling the livestock for the Association. In a book kept for that purpose, he shall keep a record showing the number of cars shipped and the amount and kind of livestock handled in such shipments during the year. He shall also keep an account of all disbursements and receipts for the Association. At the annual meeting he shall furnish a detailed statement of all business done during the year.

Section 7. Duty to Account - The Secretary, the Treasurer, and the Manager shall maintain their records and accounts in such form that the true and correct condition of the business may be ascertained therefrom at any time. They shall render annual or periodical statements in the form and in the manner prescribed by the Board of Directors, and shall carefully preserve all books, documents, correspondence and records of whatever kind pertaining to the business which may come into their several possessions.

Section 8. Control of Help - Subject to the approval of the Board of Directors, the Manager shall have control over and may employ and dismiss all agents and employees of the Association and determine their compensation, except when such employees are specifically employed by the Board of Directors.

Section 9. Upon the termination of his office or employment, or election and qualifications of his successor, each officer, agent, or employee shall turn over to the Association or to such successor all papers, records, money, and property of the Association which he shall have in his possession or control.

Article VII - Finance, Operation and Management

Section 1. Deductions - The Association shall fix in advance or from time to time, reasonable and uniform deductions to be made from proceeds of sales or purchases made through the Association or on account of its services, or activities, for or in relation to its members or the products or supplies handled by it; and for the purpose of

determining such deductions may classify the products handled, the services performed, or the districts served in any manner that is reasonable, equitable and conducive to the best interests of the members and the Association, and in computing such deductions, such differentials may be established as shall be based upon the actual costs of marketing conditions entering into the handling of particular services, products or supplies. Such deductions shall be made for maintaining and operating the business of the Association, including depreciation, repairs, replacements and interest on indebtedness, and betterments, and for the establishment of reserves, which may be used for any proper business purpose of the Association.

Section 2. Reserves - General reserves may be created as, when and under such conditions and in such rates or amounts as the Board of Directors may from time to time determine.

Reserves shall permanently belong to the Association unless distributed as, how and when the Board of Directors may deem advisable.

The books of the Association shall be kept so as to show the contributions made by deductions from each commodity handled and losses sustained thereon to the reserve fund of the Association. Any funds not used, whether upon dissolution, liquidation, or otherwise, in the discretion of the Board of Directors, may be distributed to the members in proportion to their contributions to such funds; and any contribution going into capital funds, or acquisitions of the Association may be evidenced by certificates of indebtedness issued to the members.

Section 3. Method of Making Returns to Members - The Board of Directors shall have the power to determine the exact method of making returns to the members for products delivered, provided that under no method of operating shall advances to members before sale of their livestock be equivalent to more than seventy-five per cent of the estimated fair gross sales value. After sales have actually been consummated the balance of the net proceeds of sale, less deductions as provided for in Section 1 hereof or other purposes stipulated in the Charter of Incorporation, By-Laws or Marketing Agreement, shall be paid to the producers as soon as the Association can conveniently do so.

Section 4. Any member whose livestock has been damaged by injury while in the hands of the Association shall receive the full amount for the same as though the livestock had not been injured, but shall be subject to the same ratio of deductions. No damage shall be paid for an animal which was not in a healthy condition when received at the local yards by the Manager.

Section 5. All diseased livestock which must for any reason be sold subject to post mortem inspection, excepting livestock received by the Manager in a healthy condition and afterwards injured, shall be shipped at member's risk and he shall receive therefor the payment as received by the commission firm, less all deductions figured pro rata on the shipment.

Section 6. Transfer of Title - Subject to the provisions in its

Marketing Agreement, the Association is given full and discretionary power and authority to receive, transport, grade, standardize, pool, commingle, convert, manufacture, sell and distribute when, to whom, and in such manner as it shall see fit and pass title to any and all products in which it may deal, and in such manner as in the conclusive judgment of the Board of Directors shall be best calculated to serve the interests of the Association and its members.

Section 7. The Association may make necessary rules and regulations covering the grading, handling, and selling of livestock and other products which it may handle, and every member, by joining the Association agrees to and becomes a party to such rules and regulations.

Section 8. Carloads Owned by One Owner - The deductions for handling carloads of livestock owned by one member shall be one-fourth ($\frac{1}{4}$) the rate applying on mixed cars. Such members may also elect to waive the privilege of insurance by filing with the Association a written statement to that effect at the time the receipt is issued for the livestock and the member may state his preference of the market and commission firm.

Section 9. State Association - This Association shall cooperate with the other shipping associations in this State in encouraging better and more economical methods in the production and distribution of livestock, promoting cooperative education, fostering cooperation and the marketing of livestock, solving transportation and other problems, and in standardizing the plan of organization, and methods of operating and accounting of local livestock shipping association.

Article VIII - Miscellaneous Provisions

Section 1. Borrowing Money - The Association shall have the power to borrow money for any corporate purpose on open account or upon any assets of the Association or any property not yet distributed to the members, in such amounts and upon such terms and conditions as may from time to time seem to the Board of Directors advisable or necessary.

Section 2. Corporate Seal - The corporate seal of this Association shall consist of two concentric circles between which shall be the name of the Association and the words "Incorporated 193_, State of Tennessee" and in the center shall be inscribed the words "corporate seal", and such seal as impressed on the margin hereof is hereby adopted as the corporate seal of this Association.

Section 3. Amendment of By-Laws - The By-Laws may be repealed or amended or new By-Laws may be adopted at the annual meeting, or any other meeting of the members called for that purpose, by a vote representing a three-fourths of the members present, or in the alternative, these By-Laws may be altered or amended by a two-thirds vote of the Directors.

WE, THE UNDERSIGNED, being all of the incorporators and members of this Association, hereby agree and represent that the foregoing By-Laws were read, considered and unanimously adopted, first section by section, and then as a whole, at a meeting of the members, held at _____

_____, on the _____ day of _____, 193___, and we hereby waive all notice of such meeting and assent to and adopt these By-Laws.

_____

_____

(Sufficient additional blanks for all)
(signatures)

At the first meeting of the incorporators of the _____ Livestock Shipping Association, duly held at _____, in County of _____, on _____, at _____ o'clock _____ m., a majority of such incorporators being present and all being present, or having consented to the holding of such meeting, the foregoing By-Laws were read and adopted, section by section, and then as a whole.

Attest: _____ Secretary.

APPENDIX B

BY-LAWS
TENNESSEE PRODUCERS' MARKETING ASSOCIATION

ARTICLE 1
Name

Section 1. The name of this Association is, Tennessee Producers' Marketing Association.

ARTICLE II
Purpose

Section 1. The purpose of this Association is to market livestock on a cooperative basis, which purpose is more fully set forth in the Articles of Incorporation and all amendments thereto.

ARTICLE III
Membership

Section 1. Membership in this Association is limited to individuals, partnerships and corporations that are bona fide livestock producers, either as breeders or feeders or both, who are in sympathy with the National Livestock Marketing Association as set forth in its by-laws, and make application for membership, and agree to be governed by the by-laws and the rules and regulations of the Tennessee Producers' Marketing Association and the National Livestock Marketing Association and any of its terminal agencies.

Section 2. An organization acting as a livestock shipping association or farm bureau may, through its proper officers, make application on behalf of its members who are bona fide livestock producers to become members of this Association. All such applications made by officers of livestock shipping associations or farm bureaus shall be accompanied by a list of names and addresses of those for whom membership is being asked.

Section 3. This Association may, on request, furnish to the National Livestock Marketing Association, a list of all its members. Original application and original membership lists shall be kept in the records of this association. Date of acceptance of said application shall determine the time when said membership begins.

Section 4. Membership in any other Livestock Producers' terminal marketing organization shall not prevent any bona fide livestock producer or feeder from becoming a member of this Association, provided he is otherwise eligible and makes regular application therefor.

Section 5. A member of another producer commission agency which is a member of the National Livestock Marketing Association, and which extends the same reciprocal rights to members of this Association, shall, upon application for associate membership, be entitled to associate membership herein without charge of membership fees and shall be entitled to all rights and privileges of regular members herein except the right to vote.

Section 6. Any member who has ceased to be a bona fide producer of livestock or who has failed to patronize this Producer Marketing Association for a period of two years shall automatically cease to be a member of this Association and be dropped from the list of members.

Section 7. Any member who by word or act, does, or attempts to do anything to injure the Association may have his membership cancelled by action of the Board of Directors.

Section 8. This Association shall issue a certificate of membership entitling the holder thereof to membership in this Association and to the services of the National Livestock Marketing Association, such certificate of membership shall not be transferable and no person may acquire the same through the operation of law.

ARTICLE IV
Board of Directors

Section 1. The government of this Association shall be vested in a Board of seven directors, elected from the membership and two advisory directors, including the President of the Tennessee Farm Bureau and the Director of the Tennessee Agricultural Extension Service. In the election of the first Board of Directors, three shall be elected for a term of one year; two for a term of two years, and two for a term of three years, and annually thereafter the election of each director shall be for a term of three years. The directors shall hold office until their successors are elected and have qualified.

Section 2. If a member of the Board of Directors ceases to be a bona fide livestock producer, he may continue to serve as director until the end of his term.

Section 3. Vacancies occurring on the Board of Directors shall be filled for the unexpired terms at any regular meeting, or at any special meeting of the remaining members of the Board of Directors called for that purpose.

Section 4. Except in cases of the removal of a director, or officer, as provided herein, the Board of Directors may submit to the members of this Association specific questions to be submitted on ballots to the members and transmitted by such members to the secretary, or other proper officer of the Association, such ballots to be returned and to be counted only in the meeting at the time at which such vote is to be taken.

Any director or officer of this Association may, at any regular meeting or at any special meeting of the members called for the purpose at which a quorum of the directors shall be present, be removed from office by vote of not less than three-fourths of all the directors.

Section 5. No director shall serve as manager, salesman or employee of this Association, or for any cooperative shipping association, provided that nothing herein shall preclude directors from functioning in the performance of their duties as members of the Board of Directors. No director shall receive a salary or compensation for his services except as is provided.

Section 6. The Board of Directors shall by resolution provide compensation for its members while attending the regular or special meetings of the Board and other duties in the interest of the Association in a sum not to exceed $10.00 per day while attending such meetings, and in addition thereto an allowance to repay the actual and necessary expenses incidental thereto. The Board of Directors shall by resolution determine and provide suitable compensation for its officers for service other than that as directors.

Section 7. In addition to the other duties the Directors shall elect all other officers of the Association and appoint the manager and other agents of this Association.

Section 8. The Board of Directors shall require all officers, agents and employees, charged by this Association with responsibility for the custody of any of its funds or property to give a good and sufficient indemnity bond, acceptable to the Board of Directors, in an amount determined by the Board and payable to the Association for the faithful performance of their duties as such. The premium upon such bond or bonds shall be paid by the Association.

Section 9. The Directors shall nominate a representative for the Board of Directors of the National Livestock Marketing Association and other subsidiary corporate agencies who shall be directors of this Association.

Section 10. This Association may cooperate with the National Livestock Marketing Association in establishing a system of keeping the accounts and other records of this Association. An audit shall be made at least once every three (3) months.

Section 11. The Directors shall secure reasonable adequate indemnity and surety bonds to protect the Association against loss.

Section 12. Difference of opinion or disputes shall be adjusted as far as possible between terminal marketing associations, or the individual and the terminal marketing association, but where this cannot be accomplished, the matter shall be referred by either party to the Board of Directors of the National Livestock Marketing Association for action and its decision shall be final.

ARTICLE V
Officers

Section 1. The officers of this Association shall be a president, a vice-president, a secretary and a treasurer, all of whom shall be elected annually by the Board of Directors. The office of secretary and treasurer may be held by one and the same person. The secretary and treasurer need not be members of the Board, or of the Association.

Section 2. No person shall be eligible to the office of president and vice-president who is not a director.

Section 3. The duties of the officers of this Association shall be as follows:

President: (a) The President shall preside at all meetings.
(b) He shall sign all contracts and other corporate instruments and shall perform such other duties as may be assigned to him by the Board of Directors.

Vice-President: (a) The Vice-President shall perform all duties of the President in the latter's absence or disability; provided that upon the death, resignation, or inability of the President to act, the Board of Directors may declare the office vacant and elect his successor.

Secretary: (a) It shall be the duty of the Secretary to keep the records of proceedings of the Board of Directors.
(b) He shall keep the corporate seal of the Association, and affix the same to all corporate instruments issued, and make the corresponding entries in a book which he shall keep for that purpose.
(c) He shall serve all notices required either by law or by the by-laws of this Association.

(d) He shall keep a record of the membership in good standing, of funds received therefrom, disclosing distribution of same and make report of distribution at annual meeting or any meeting of the Board of Directors, if and when so requested so to do.

Section 4. The secretary may transmit a copy of the minutes of all meetings of the Board of Directors and of the executive committee to the National Livestock Marketing Association.

Section 5. There shall be an executive committee of three (3) members composed of the President and two (2) other directors selected by the Board, which committee may conduct the business of the Association during the interim between directors' meetings, subject to resolutions adopted, or directions given by the Board of Directors in its meetings.

ARTICLE VI
Meetings

Section 1. The annual meeting of the Association shall be held sometime during the month of January, according to the discretion of the Board of Directors, for the purpose of electing directors for the ensuing year, and such other business as the members may transact in keeping with these by-laws.

Section 2. All members, or their agents, shall be notified ten days prior to the annual meeting, of the names of directors holding over and those retiring, and of the place and date of the annual meeting.

Section 3. Twenty-five members shall constitute a quorum for the election of directors and the transaction of any other business at the annual meeting.

Section 4. The new Board of Directors shall meet and organize for business not later than ten days after the date of their election. The Board of Directors shall hold regular monthly meetings. Special meetings of the Board of Directors may be called by the President, or by three members of the Board upon five days written notice, or two days telephone, or telegraph notification.

Section 5. A quorum in the Board of Directors shall consist of a majority of the directors which shall be sufficient to transact the business of the Board except as otherwise specified in these by-laws.

Section 6. Notice of all annual, or special meetings of the members of the Association, or of county meetings shall be deemed sufficient if made in any one of the following methods:

(a) Market letters from the terminal;
(b) A letter sent direct from the secretary to members or their agents;
(c) Press notices;

(d) The Farm Bureau and other organizations;
(e) The National Livestock Producer, which is issued on the first of each month, or any other official organ issued by the Association, or National Livestock Marketing Association.

ARTICLE VII
Fees

Section 1. The Treasurer or anyone authorized to do so shall set aside at the rate of fifty cents (50¢) per car upon each single deck or seventy-five cents (75¢) on each double deck of livestock consigned to this Association and shall pay the same at the end of each month to the treasurer of the National Livestock Marketing Association in Chicago. With reference to stock commonly known as "drive ins" or "truck stock" the following number of head of each specie shall constitute a carload of livestock; cattle, 25 head; calves, 75 head; hogs, 70 head; sheep, 100 head.

ARTICLE VIII
Patronage Dividends

Section 1. The benefits of this Association arising from the marketing of livestock shall be prorated back to the members of the Association, after setting aside funds to constitute sufficient commercial reserves and surplus. The prorating of the benefits shall be done on the basis of the amount paid in commissions. The Board of Directors will determine the amount to be refunded on each dollar of commission paid in. Prorating of benefits, if any there be, to the members of this Association shall be done as early as possible after the close of the fiscal year and payment shall be made as early as possible thereafter. The money shall be sent direct to the members of this Association or their authorized agents.

Section 2. In making patronage refunds to members of this Association who have become members through the application of an organization acting as a shipping association or farm bureau, this Association may send the patronage refunds of all such members to their shipping organization or farm bureau for distribution when requested in writing by the officers and such request when complied with by the terminal shall terminate its responsibility for the further distribution of these refunds to its members. When such distribution of patronage refunds is made by the shipping association, or farm bureau, a report of such distribution shall be returned to this Association for record. Such distribution of patronage refunds by a shipping organization or farm bureau shall not be made until such shipping organization, or farm bureau, has agreed to make patronage refunds to no person other than a producer member of this Association.

Section 3. When this Association shall furnish the market service to persons other than the members of this Association, any earnings over and above the cost of the actual service rendered shall be placed in a reserve

fund to provide against loss which may be occasioned in rendering future market service to such non-members, or such reserve fund created from the earnings of non-members may be used in educational activities of this Association among such non-members. The business done for non-members during any fiscal year shall not exceed the total amount of business that is done by this Association with members.

ARTICLE IX
Fiscal Year

The fiscal year of this Association shall begin on the first day of July and end on the 30th day of June in each year.

ARTICLE X
Rules and Regulations

Rules and regulations in addition to these by-laws may be adopted by the Board of Directors. The Board of Directors of this Association may adopt rules and regulations for this Association in conformity to the rules and regulations of the National Livestock Marketing Association and the Packers and Federal Stock Yards Administration. The rules and regulations adopted by the Board of Directors of this Association shall be binding upon the members thereof. Rules and regulations promulgated by the National Livestock Marketing Association, when approved by the Board of Directors of this Association, shall be binding upon the members of this Association.

ARTICLE XI
Order of Business

The order of business at all meetings of the Board of Directors shall be as follows:

1. Roll call
2. Reading of minutes of last meeting
3. Consideration of communications
4. Resignations and elections
5. Report of officers and employees
6. Reports of committees
7. Unfinished business
8. Original resolutions and new business
9. Adjournment

ARTICLE XII
Amendments

Section 1. The Articles of Incorporation may be altered or amended at any regular meeting or any special meeting called for that purpose. Such an amendment shall first be approved by two-thirds of the directors and then adopted by a vote representing a majority of all the members of the Association.

Section 2. The by-laws of the Association may be altered, amended or repealed at any regular or special meeting of the Board of Directors by a two-thirds vote of all the members of the Board.

APPENDIX C
Section 1

CHARTER OF INCORPORATION
OF
TENNESSEE POULTRY PRODUCERS' ASSOCIATION

BE IT KNOWN, that we,

(Names of Incorporators)

a majority of whom are residents and citizens of the State of Tennessee engaged in the production of agricultural products, do hereby voluntarily associate ourselves together for the purpose of forming a cooperative marketing association, without capital stock, under the provisions of the Cooperative Marketing Act, the same being Chapter 100 of the Acts of Tennessee of 1923, and are hereby constituted a body politic and corporate by the name and style of TENNESSEE POULTRY PRODUCERS' ASSOCIATION.

ARTICLE I
Purposes

The nature and purposes of the business to be transacted, promoted and carried on by this corporation and for which this Association or corporation, is formed and organized are as follows:

(a) To promote, foster, encourage and facilitate the economic, orderly and efficient production, distribution and sale of poultry and eggs cooperatively; to minimize speculation and waste in the production and marketing of poultry and eggs; to stabilize poultry and egg markets; to handle cooperatively and collectively the problems of poultry producers.

(b) To engage in any activity in connection with the buying, receiving, grading, handling, processing, packing, storing, shipping, warehousing, manufacturing, marketing, selling and/or distribution of poultry and eggs of the Association and of its members; and in the financing of any of said operations.

(c) To purchase and sell to its members machinery, equipment or supplies used in any of the above mentioned activities, either by the Association or by the members thereof.

Powers

Said Association shall have the following powers:

(a) To sue and be sued by the corporate name.

(b) To have and use a corporate seal, which it may alter at pleasure, and if no seal, then the signature of the name of the corporation by any duly authorized office shall be legal and binding.

(c) To purchase and hold real estate necessary for the transaction of corporate business, and also to accept any real estate in payment or part payment of any debt due to the corporation and to sell realty for corporation purposes.

(d) To establish by-laws and make all rules and regulations not inconsistent with the laws and constitution deemed expedient for the management of corporate affairs.

(e) To appoint such subordinate officers and agents in addition to the president, secretary, or treasurer, as the business of the corporation may require, designate the name of the office and fix the compensation of the officers.

(f) To borrow money without limitation as to amount of corporate indebtedness or liability; to give a lien on any of its property as security therefor in any manner permitted by law; and to make advances and/or advance payments to its members.

(g) To lend money to the members of the Association in connection with any of said activities upon adequate security; and to accept collateral for any such loans, warehouse receipts, mortgages or other kind of property or security permitted by law.

(h) To sell, issue, discount or borrow money upon any commercial paper or negotiable instruments, or promissory notes, or warehouse receipts, or mortgages, or bonds, or any other kind of property or security owned by or under the control of the Association.

(i) To act as the agent, representative, or broker, of its members in any of the above activities.

(j) To purchase or otherwise acquire, and to hold, own, exercise all rights of ownership over, sell, transfer, or pledge or guarantee the redemption or retirement of and the payment of dividends on shares of the capital stock, or bonds, or securities of any corporation or association engaged in the processing, or treating, or grading, or storing, or shipping, or handling, or marketing of any poultry and eggs in furtherance of any of the above mentioned activities, or to assume the indebtedness of any such corporation or association.

(k) To buy, hold, lease, construct, contract for the use of and exercise all privileges of ownership over real and personal property of every character and description.

(l) To acquire, own and develop any interest in patents, trademarks, or copyrights connected with the handling or marketing of the poultry

and eggs of the Association or its members.

(m) To establish reserves and to invest the funds thereof in bonds or in such other property as may be provided in the By-Laws.

(n) To draw, make, accept, indorse, guarantee, execute and issue promissory notes, bills of exchange, drafts, warrants, certificates, and all kinds of obligations and negotiable or transferable instruments for any purpose that is deemed to further the objects for which this Association is formed and to give a lien on any of its property as security therefor.

(o) To conduct educational work concerning the value of cooperative marketing, the adjustment of agricultural production to prospective demand for agricultural products and for all other purposes pertaining to cooperation.

(p) To cooperate with other similar associations in creating central, regional or national cooperative agencies, for any of the purposes for which this Association is formed, and/or to become a member or stockholder of such agencies now or hereafter formed.

(q) To do each and everything necessary, suitable or proper, in the judgment of the directors of this Association, anywhere throughout the world, for the accomplishment of any of the purposes or attainment of any one or more of the objects herein enumerated, or which shall at any time appear conducive to or expedient for the interests or benefits of the Association and the members thereof and to contract accordingly.

The Association shall have and exercise all powers, privileges and rights authorized by the laws of this state and all powers and rights incident thereto.

Tennessee Poultry Producers' Association shall make no profits for itself from any of its activities, but all of its operations shall be for the mutual benefit of its members only and shall be cooperative in character.

ARTICLE II
Place of Business

The place where the principal business of the Association will be transacted is in the city of Greeneville, County of Greene, State of Tennessee.

ARTICLE III
Duration

The term for which Tennessee Poultry Producers' Association is to exist is 50 years from and after the date of its incorporation.

ARTICLE IV
Directors

Tennessee Poultry Producers' Association shall be managed by a Board of Directors, as provided in the by-laws, but there shall not be less than five. Those chosen as incorporators shall hold office until the first annual meeting or until the election and qualification of their successors. Each elected Board of Directors shall be elected for one year, except such as shall be elected to fill vacancies.

The names and addresses of those who are to serve as incorporating directors for the first term and until the selection and qualification of their successors are:

Name Address

1. _____ _____

(blank spaces for listing eleven incorporating directors)

ARTICLE V
Membership, Liability, Etc.

Tennessee Poultry Producers' Association shall not have capital stock, but shall admit members into the Association upon payment of an entrance fee of $_____, and other uniform conditions. This Association shall be operated on a cooperative basis for the mutual benefit of its members as producers and only producers of poultry and/or eggs may be admitted to membership.

The voting power of the members of this Association shall be equal and each member shall have one vote only.

The property rights and interests of each member, whether old or new, in the Association shall be in proportion to his contribution thereto, as shall be conclusively ascertained by the Board of Directors.

The private property of the members shall not be subject to the payment of corporate debts, and no member shall be liable for the debts of the Association to any amount exceeding the unpaid balance of his entrance membership fee.

ARTICLE VI
Amendments

These articles of incorporation may be amended at any regular or special meeting called for that purpose. Such amendments shall first be approved by two-thirds of the directors and then adopted by a majority of all the members of the Association.

We, the undersigned, hereby apply to the State of Tennessee by virtue of the laws of the land, for a charter of incorporation for the purposes and with the powers, etc., declared in the foregoing instrument.

WITNESS our hands, this the _____ day of _____, 19____.

1._____

WITNESS TO SIGNATURES

(spaces for eleven signatures)

_____

_____

STATE OF TENNESSEE
COUNTY OF_____

Personally appeared before me, _____, a Notary Public, the within named _____, the bargainer, with whom I am personally acquainted, and who acknowledged that he executed the within instrument for the purposes therein contained, and the said _____, subscribing witness to the signatures, subscribed to the annexed instrument being first duly sworn, deposed and said that he is personally acquainted with the within named_____

_____

_____

bargainers, and that they acknowledged same in his presence to be their act and deed for the purposes therein contained.

This_____day of_____, 19__.

_____, Notary Public

My Commission expires_____, 19__.

_____

APPENDIX C
Section 2

BY-LAWS OF THE
TENNESSEE POULTRY PRODUCERS' ASSOCIATION

We, the undersigned, together constituting and being all the stockholders or members, directors and incorporators of Tennessee Poultry Producers' Association, a cooperative marketing association, without capital stock and not conducted for profit, do hereby adopt the following code of By-Laws, as and for the By-Laws of said Association.

ARTICLE I

Tennessee Poultry Producers' Association may be herinafter referred to as the Association.

The purposes for which Association is formed and the powers it may exercise, are those set forth in the Articles of Incorporation of the Association.

ARTICLE II
Place of Business

The principal place of business of this Association is Greeneville, County of Greene, State of Tennessee, but the Board of Directors may establish branch offices, places of business, receiving stations, and processing, storage or dressing plants in such other places as may be deemed advisable.

ARTICLE III
Membership

Section 1. Qualifications - Any person, firm, partnership, corporation or association, including both landlords and tenants in share tenancies, who is a bona fide producer of poultry and/or eggs, hereinafter referred to as "poultry products," in the territory tributary to the shipping point of this Association and who is in good standing may become a member of the Association by executing the marketing agreement and meeting such other conditions as may be prescribed by the Board of Directors.

Section 2. Membership Certificates. - This Association shall issue a certificate of membership to each member. The membership certificates shall be in such form as may be prescribed by the Directors but shall not be transferable.

Section 3. Expulsion - If any member shall cease, fail, neglect, or refuse for any reason whatsoever to market the poultry products owned or produced by him as provided in the marketing agreement, then the Board of Directors may cancel his membership and expel him from membership in this Association; and all of his rights and interest therein shall by that act be cancelled and such member shall be entitled only to payment, as provided by law, of the equitable appraised value of his interest in the property of the Association.

Section 4. Withdrawal - Any member may withdraw from the Association as provided in the marketing agreement, but such withdrawal shall not affect any right or lien which the Association has against the retiring member or his property until his indebtedness to the Association is fully paid.

ARTICLE IV
Meetings

Section 1. Annual Meeting - The annual meeting of the members of this Association shall be held at the office of the Association, in the town of _____, State of Tennessee, at _____ o'clock, ___ M., on the _____ in _____ of each year, if not a legal holiday, but if a legal holiday, on the next business day

following. The annual meeting shall be held for the purpose of electing directors and transacting such other business as may properly come before the meeting.

Section 2. Special Meetings - Special meetings of the members of this Association may be called at any time by the President, or upon resolution of the Board of Directors, or upon written petition to the President of the Board, signed by 10 per cent of the members of the Association, except where otherwise prescribed by law or elsewhere in these By-Laws. Each such call shall be in writing and shall state the time, place and purpose of such meeting. No business shall be transacted at a special meeting other than as is included in the purposes for the call.

Section 3. Notice of Regular Meetings - Notice of each regular or annual meeting of the members shall be given. Such notice must state the time and place of the meeting; and the purposes thereof are the election of a Board of Directors and the transaction of such other business as may come before the meeting, but no failure or irregularity of notice of any annual meeting regularly held shall affect any proceedings taken thereat. A copy of such notice shall be mailed to each member of the Association at least ten (10) days prior to holding of such meeting. Notice of all meetings shall be given by officers herein designated or their agents.

Section 4. Notice of Special Meetings - Notice of each special meeting shall be given by mailing to each member a copy of the call for each meeting, as his address shall appear upon the books of the Association, at least ten (10) days prior to the time fixed for such meeting.

Section 5. Quorum - _____ per cent (_____) of the members shall constitute a quorum for the transaction of business at any meeting of the Association except for the transaction of business concerning which a different quorum is specifically provided by law or by these By-Laws. The voting power of members of this Association shall be equal and each shall have one vote only.

At any regular or special meeting of the Directors or Executive Committee, a majority of the members thereof shall constitute a quorum, but a majority vote of all the members of such board or committee shall be required to take any action.

Section 6. Voting by Mail - No cumulative or proxy voting shall be allowed, but any member may vote by mail on any specific question presented on a ballot prepared under the direction of the Board of Directors which ballot duly signed must be received on or before the date specified by the Board of Directors.

Section 7. Election of Directors - Directors of this Association shall be elected at the annual meeting of the Association, following their nominations by districts, in the manner hereinafter stated, and shall hold office until their successors shall have been elected and shall have qualified.

Section 8. Order of Business - The order of business at the regular meeting and so far as possible at all other meetings shall be:

1. Calling to order and proof of quorum.
2. Proof of notice of meeting.
3. Reading and action on any unapproved minutes.
4. Reports of officers and committees.
5. Election of directors.
6. Unfinished business.
7. New Business.
8. Adjournment.

ARTICLE V
Board of Directors

Section 1. Number - The business and affairs of the Association shall be managed, conducted, and controlled by a Board of Directors of _____ members.

Section 2. Term of Office of Directors - The incorporating Directors shall hold office until the first annual meeting of the members. Each elected Board of Directors shall hold office for one year or until their successors have been elected and qualified.

Section 3. Nominating Directors - At least twenty (20) days prior to the first annual meeting of the Association a meeting shall be held in each district of the members residing therein, and thereafter immediately preceding the expiration of the term of office of the directors from a district, for the purpose of nominating a person for the office of director from that district. Such nominations shall be immediately certified to the secretary of the Association and the persons so nominated in the various districts shall be elected directors of the Association at the annual meeting of the Association. A vacancy in the office of director shall be filled by a meeting of the members in the district concerned.

Section 4. Districts - Until changed as hereinafter provided there shall be _____ districts as follows:

District No. 1 _____
District No. 2 _____
District No. 3 _____
District No. 4 _____
District No. 5 _____

The Board of Directors shall have the authority to change the territory in the various districts and in the event of an increase in the number of directors, there shall be a corresponding increase in the number of districts. Districts shall be established and maintained so as to give the membership of the Association fair and equitable representation on the Board of Directors.

Section 5. Election of Officers - The Board of Directors shall meet immediately following each annual meeting, or within ten days thereafter, for the purpose of organizing and electing officers for the ensuing year. At such meetings, they shall elect a President, and one or more Vice-Presidents from their own number, and shall elect a Secretary and a Treasurer,

or a Secretary-Treasurer, who may or may not be from their own number. Such officers shall hold office for one year and until their successors are elected and qualified. Notice of such meeting immediately following annual meeting is hereby dispensed with.

Section 6. Regular Meetings - In addition to the first meeting mentioned above, regular meetings of the Board of Directors shall be held at such times and places as the Board may determine.

Section 7. Notice of Regular Meetings of Directors - Notice of the regular meetings of the Directors shall be mailed to each Director at his last known address at least three (3) days prior to the time of such meeting, except the first meeting after each annual meeting of members.

Section 8. Special Meetings - Special meetings of the Board of Directors may be held at any time upon call of the President, or of a majority of members of the Board or at any time when all the members of the Board are present and willing to act, and may be held at any place which the Board of Directors shall designate and approve.

Section 9. Notice of Special Meetings - Notice of all special meetings of the Board of Directors shall be given to each Director at least five days by mail, or one day by wire or telephone previous to the time fixed for the meeting. All notices of special meetings shall state the time, place and purpose thereof. The Executive Committee shall fix its own notice, and methods of procedure, but records of all its meetings and transactions shall be kept.

Section 10. Limitations on Directors - No Director shall hold a position as an employee of the Association on regular salary or substantially full time pay. No Director during the term of his office shall be a party to a contract for profit with the Association differing in any way from the business relations accorded to any other member.

Section 11. Removal - Any director of the Association may be removed from office for cause by vote of the members present at any annual or any special meeting called for that purpose, at which a quorum of the members shall be present. The director shall be informed in writing of the charges preferred against him at least ten (10) days before such meeting and at such meeting shall have an opportunity to present witnesses and be heard in person or by counsel in answer thereto. Officers may be removed for cause by vote of two-thirds of members of Board and employees or agents discharged or removed from office or employment at any time by action of the Board of Directors.

Section 12. Compensation - The compensation of the Board of Directors shall be determined by the members of the Association at any annual or special meeting of the Association.

ARTICLE VI
Executive Committee

Section 1. Executive Committee - The Board of Directors may, in their

discretion, appoint from their own membership, an Executive Committee, of which the President shall be chairman, and composed of three members, which shall have and exercise all the powers of the Board of Directors while the Board is not in session, but in accordance with any directions or policies established by the Board of Directors, and if any division shall arise in such Committee, any member of the Committee may appeal any matter in controversy to the Board by a notice to the Secretary within two days thereafter; a special meeting of the Board shall be called immediately and the Executive Committee shall take no action upon such matter except in accordance with the disposition made by the Board of Directors. Copies of the minutes of the meetings of the Executive Committee and any reports thereof shall be mailed to all Directors within seven days following any such meeting.

ARTICLE VII
Duties of Directors

Section 1. Management of Business - The Board of Directors shall have general supervision and control of the business and the affairs of the Association and shall make all rules and regulations not inconsistent with law or with these By-Laws for the management of the business and the guidance of the officers, employees, and agents of the Association. They shall have installed an accounting system which shall be adequate to the requirements of the business, and it shall be their duty to require proper records to be kept of all business transactions.

Section 2. Employment of Manager - The Board of Directors shall have power to employ or to authorize the employment of a Manager and such other employees as may be deemed necessary, and to fix their compensation. The Manager shall have charge of the business of the Association under the direction of the Board of Directors. No director shall serve as Manager.

Section 3. Bonds and Insurance - The Board of Directors shall require the Manager and all other officers, agents and employees charged by the Association with responsibility for the custody of any of its funds to give adequate bonds. Such bonds shall be furnished by a responsible bonding company and approved by the Board of Directors, and the cost thereof shall be paid by the Association.

Section 4. Audits - At least once in each year the Board of Directors shall secure the services of a competent and disinterested public auditor or accountant, who shall make a careful audit of the books and accounts of the Association and render in writing a report thereon, which shall be submitted to the members of the Association at their annual meeting. This report shall include at least (1) a balance sheet showing the true assets and liabilities of the Association; (2) an operating statement for the fiscal period under review showing the cost of, and income from, sales and the gross income or loss from each of the commodities handled during the period; and (3) an itemized statement of all expenses for the period under review.

Section 5. Inventory - The Board of Directors each year shall appoint a committee of not less than three of its members whose duty it shall be,

with the assistance of the Manager and the President, to take an inventory of all property and such papers pertaining to the Association as may be required by the Board of Directors.

Section 6. Marketing Agreements - The Board of Directors shall have the power to carry out the Marketing Agreements of the Association with its producer-members in every way advantageous to the Association representing the producers collectively.

Section 7. Depository - The Board of Directors shall have the power to select one or more banks to act as depositories of the funds of the Association and to determine the manner of receiving, depositing and disbursing the funds of the Association and the form of checks and the person or persons signing such checks and the form thereof at will.

ARTICLE VIII
Duties of Officers

Section 1. Duties of President - The President shall (1) preside over all meetings of the Association and of the Board of Directors, (2) call special meetings of the Association and of the Board of Directors, (3) perform all acts and duties usually performed by an executive and presiding officer, and (4) sign all stock certificates and such other papers of the Association as he may be authorized or directed to sign by the Board of Directors, provided the Board of Directors may authorize any person to sign any or all checks, contracts, and other instruments in writing on behalf of the Association. The President shall perform such other duties as may be prescribed by the Board of Directors.

Section 2. Duties of Vice-President - In the absence, disability or death of the President, the Vice-President shall perform the duties of the President; provided, however, that in case of death, resignation, or disability of the President, the Board of Directors may declare the office vacant and elect his successor.

Section 3. Duties of Secretary - The Secretary shall keep a complete record of all meetings of the Association and of the Board of Directors and shall have general charge and supervision of the books and records of the Association. He shall sign all stock certificates with the President and such other papers pertaining to the Association as he may be authorized or directed to do by the Board of Directors. He shall serve all notices required by law and by these By-Laws and shall make a full report of all matters and business pertaining to his office to the members at the annual meeting. He shall keep the corporate seal and the stock records of the Association, complete and countersign all certificates issued, and affix said corporate seal to all papers requiring seal. He shall keep a proper stock record, showing the name of each member of the Association, the number of his stock certificate, and date of issuance, surrender, cancellation or forfeiture. He shall act as secretary of the Executive Committee. He shall make all reports required by law and shall perform such other duties as may be required of him by the Association or the Board of Directors. Upon the election of his successor, the

Secretary shall turn over to him all books and other property belonging to the Association that he may have in his possession.

Section 4. Duties of Assistant Secretaries - The Board of Directors may appoint Assistant Secretaries in its discretion and may delegate to them any or all of the duties of the Secretary hereunder and they shall perform such other duties as may be prescribed by the Board of Directors.

Section 5. Duties of Treasurer - The Treasurer shall perform such duties with respect to the finances of the Association as may be prescribed by the Board of Directors.

ARTICLE IX
Miscellaneous Provisions

Section 1. By-Laws Printed - After adoption, these By-Laws, preceded by the Articles of Incorporation, shall be printed in pamphlet form and a copy thereof shall be delivered to each member and to each person who may later become a member of the Association hereafter as shown on the books of record.

Section 2. Seal - The seal of the Association shall contain these words and figures:

"TENNESSEE POULTRY PRODUCERS' ASSOCIATION
Incorporated Tennessee 1933"

in circular form, the impress of which is placed hereon.

Section 3. Fiscal Year - The fiscal year of the Association shall begin on _____ and end on _____ of each year.

Section 4. Property Rights and Interests - (a) The rights and interests of each member, old and new, in the property of the Association, other than reserves, shall be in proportion to his contributions thereto, and shall be as conclusively established by the Board of Directors.

(b) The rights and interests of each member in the reserve funds shall be in proportion to his contributions thereto in the order in which such contributions, or deductions therefor, were made; such funds, however, to be subject to the liabilities of the Association.

(c) The Association, by action of the Board of Directors, shall have the right to purchase the interest of any member in the property or other rights of the Association, at the book value thereof, whenever in the judgment of said Board it is essential to the interest of the Association to do so; and the statement of the book value thereof by the Board of Directors shall be conclusive. Any member whose rights are so purchased shall cease to be a member of the Association and his membership certificate shall thereupon be cancelled.

Section 5. Reserves - General reserves may be created as, when and under such conditions and in such amounts as the Board of Directors may from time to time determine.

Reserves shall permanently belong to the Association unless distributed as, how, and when the Board of Directors may deem advisable. Unless otherwise limited by the Marketing Agreement or By-Laws of the Association, reserves may be expended or invested as the Board of Directors deem best.

ARTICLE X
Amendments

These By-Laws may be altered or amended at any annual meeting or at any other meeting of the members called for that purpose by the Directors, by a vote representing the majority of the votes cast or at any time by the affirmative vote of three-fourths of the members of the Board of Directors. The written assent of a majority of the members shall be effectual to repeal or amend any By-Law or By-Laws or to adopt any By-law or By-Laws without any meeting.

CERTIFICATE AND WRITTEN CONSENT OF MEMBERS OF THE ADOPTION OF BY-LAWS OF TENNESSEE POULTRY PRODUCERS' ASSOCIATION:

We, the undersigned, each of whom is a member of the Tennessee Poultry Producers' Association, together being and constituting all of the members thereof, do hereby assent to the foregoing By-Laws and do adopt the same as the By-Laws of said Association; and do further certify and declare that we have and that each of us has read the said By-Laws, and do now agree to be bound by each of the contracts and agreements therein contained.

IN WITNESS WHEREOF, we have hereunto subscribed our names, this the _____ day of _____ 1933.

1. _____

(Sufficient spaces for all)
(signatures)

2. _____

Being all of the members of the TENNESSEE POULTRY PRODUCERS' ASSOCIATION.

CERTIFICATE OF DIRECTORS AND SECRETARY AS TO ADOPTION OF BY-LAWS OF TENNESSEE POULTRY PRODUCERS' ASSOCIATION:

We, the undersigned, constituting all of the members of the Board of Directors and the Secretary of the Tennessee Poultry Producers' Association, a corporation, without capital stock, and not organized for profit, do hereby:

CERTIFY: That the above and foregoing By-Laws were duly adopted as the By-Laws of said Association on the _____ day of _____, 1935, by the written consent of all the members of said Association, and that such By-Laws do now constitute the official By-Laws of said Association.

IN WITNESS WHEREOF, We have hereunto subscribed our names and affixed the seal of said corporation, this the _____ day of _____ 1933.

1. _____

(Sufficient blanks for all)
(signatures) 2. _____

Directors of the Tennessee Poultry Producers' Association

ATTEST: _____ SECRETARY.

APPENDIX C
Section 3

MARKETING AGREEMENT
OF THE
TENNESSEE POULTRY PRODUCERS' ASSOCIATION

THIS AGREEMENT made as of the _____ day of _____, 193___ by and between the TENNESSEE POULTRY PRODUCERS' ASSOCIATION, hereinafter called the "Association," and _____ of _____, hereinafter called the "Producer":

WITNESSETH:

WHEREAS, said Producer now owns or controls poultry and is desirous of becoming a member of the Association and of having the poultry and/or eggs hereafter produced by him handled and sold by the Association on a cooperative basis.

NOW, THEREFORE, in consideration of the mutual covenants herein set forth, the parties hereto hereby mutually agree as follows:

1. (a) The Association buys and the Producer sells and agrees to deliver to the Association, or to its order, at such times and places as may be required by it all poultry and/or eggs, hereinafter referred to as "poultry products", produced by or for him (subject to provision of sub-section (b) hereof), except such part thereof as may be required by the Producer for his own home or farm use or for sale for hatching or breeding purposes only. All such poultry products shall be delivered in such marketable condition as shall meet the requirements as to grade, quality and condition specified by the Association. Title to all such poultry products shall pass to the Association as soon as the same shall have a potential existence but they shall be at the risk of the Producer until delivery. The Association may, by permission in writing, authorize any member to sell or dispose of all or any part of his poultry products outside of the Association at any time when conditions are such that in the discretion of the Board of Directors the handling of such poultry products by the Association would not be advantageous to the Association or the Producer.

(b) If at any time any local unit of the Association is not in

position to handle all poultry products to the best advantage of the Association , or the Producer, the directors of such local unit shall decide what classes of poultry products the Association will handle and at what season of the year it will operate. At other times the Producer shall have the right to dispose of his poultry products at his own discretion.

2. (a) The Association agrees to receive and resell the poultry products delivered hereunder, together with poultry products delivered by other producers, in such manner as deemed by the Board of Directors of the Association to be most advantageous to the Association and the Producer, and as soon as practicable, following the close of any pool period and the sale of the poultry products in that pool, to remit to Producer as payment in full therefor, for all poultry products handled by it of the kind, grade and quality delivered by the Producer, the net average price obtained therefor, after making authorized deductions to cover advances, interest upon advances, cost of receiving, assembling, dressing, handling, grading, packing, inspecting, processing, financing, advertising, storing, insuring, selling and marketing of such poultry products; and for organization, operating and maintenance expenses, stock in a central agency and reserves, but such reserves shall not exceed two per cent of the gross re-sale price, which reserves may be used by the Association for any proper purpose.

(b) The Association may establish selling offices, warehouses, or plants; statistical, marketing or other agencies in any place, may acquire by lease or purchase any such warehouses, plants or facilities; and may acquire, hold, control and guarantee the evidences of indebtedness, common and/or preferred stock and/or the interest or dividends thereon of any corporation formed for the purpose of carrying on any activity incident to the production, handling, dressing, storing and marketing poultry products. The Producer expressly authorizes the Association to have delivered to any warehousing or other corporation or agency, any or all of his poultry products for handling, dressing or storing.

(c) To finance or pay for any and/or all of the above transactions the interest on the certificates hereinafter referred to, the Association is authorized to charge the cost thereof against the poultry products sold hereunder and deduct such charges from the proceeds thereof. Such charges and/or deductions are to be made as prorated annual deductions or charges running against deliveries of various years upon a basis to be fixed at or before the incurring, by the Association, of the indebtedness or obligation, when in the conclusive judgment of the Board of Directors a single charge or deduction would be inequitable.

(d) The Association, after the end of each fiscal year, shall issue to the Producer a certificate evidencing deductions made for the purpose of acquiring such facilities or securities, which certificate shall bear interest at five per cent per annum, callable in whole or in part at par by the Association on dissolution or earlier as determined by the Board of Directors; or in lieu of such payment, the Association may cause to be issued to the Producer securities proportionate to the outstanding certificates, evidencing a lien upon the property acquired with such deductions, or common or preferred stock in a corporation or corporations owning such properties.

3. The Association may handle some of the poultry products in one way and some in another at its discretion and may do any of the things authorized or required to be done by it under this contract through any central or national agency or any other agency that it may select for the handling and marketing of such poultry products and shall have the power to borrow money for any purpose of the Association on the poultry products delivered hereunder or any documents covering or evidence of the same and in its absolute discretion may pool or commingle such poultry products with other poultry products of like kind, grade and quality as determined by the Association, and so commingled or otherwise, may sell or pledge for its own account, or as security for its own debts, or otherwise, any or all of such poultry products or any documents or evidences of title thereto and may deal with the same as the absolute owner thereof, and such central, national or other agency above referred to shall have like power and authority.

4. Inasmuch as the remedy at law would be inadequate, and inasmuch as it is now and ever will be impracticable and extremely difficult to determine the actual damage to the Association, should the Producer fail to deliver all of his poultry products as herein provided, the Producer agrees to pay to the Association for all poultry products delivered, consigned, marketed, or withheld by or for him, other than in accordance with the terms hereof, the sum of five cents (5¢) per pound for all live or dressed poultry and five cents (5¢) per dozen for eggs as liquidated damages for the breach of this contract. The Producer also agrees that in the event of the breach of this contract by him the Association shall be entitled to an injunction to prevent the breach or further breach hereof and to a decree for the specific performance hereof; all parties agreeing that this contract is one of a series dependent for its true value upon the adherence of each and all of the Producers to each and all of the said contracts, but it is mutually agreed that the cancellation of any of such agreements or the failure of any producer to comply therewith, shall not operate to affect this contract. Producer agrees that the Association may enter into agreements with other producers differing in terms from those contained herein without invalidating this contract, provided that the Producer at his request may sign a similar contract as a substitute for this Agreement.

5. The Producer agrees to the Charter of Incorporation of the Association, the By-Laws existing or as amended, and agrees that the Board of Directors of the Association may prescribe rules and regulations relative to the grading, classification, production, packing, handling, delivering and storing, and marketing of poultry products, and the Producer agrees that the grading and classification by the Association shall be conclusive and agrees to be bound by all such rules and regulations.

6. This contract shall be in full force and effect continuously hereafter, subject to legal limitations, if any, but after one year either party hereto may cancel this contract on July 1st of any year by so notifying the other party in writing, such notice to be given during the month of June immediately prior to the effective date of cancellation; provided that such cancellation shall not affect any uncompleted sales or transactions arising under this agreement or provided the Producer is not indebted to the Association. If neither of the parties

cancels this agreement, as aforesaid, it is hereby mutually agreed that this shall constitute conclusive evidence that the parties hereto have renewed this contract for another year.

7. The parties agree that there are no oral or other conditions, promises, covenants, representations or inducements in addition to or at variance with any terms hereof and that this agreement represents the voluntary and clear understanding of both parties fully and completely.

I, the undersigned Producer, subscribe to the foregoing contract and hereby acknowledge that I have received a true and correct copy of the same as signed by me and by the Tennessee Poultry Producers' Association.

Dated this_____ day of_____, 193____.

Producer's Signature_____ _____
(Do not sign without reading) Print Producers name here.

Address_____ _____
RFD or Street No. Town

County_____ _____
State

Accepted at the office of the Association, this_____ day of _____, 193__, in accordance with a resolution of the Board of Directors.

TENNESSEE POULTRY PRODUCERS' ASSOCIATION

BY_____ SECRETARY

INFORMATION FOR ASSOCIATION

Breed of poultry kept_____

Number of hens (poultry) on farm_____

Number of turkeys on farm_____

Number capons produced_____

Number ducks, geese, guineas, etc., kept_____

_____

APPENDIX C
Section 4

TENNESSEE POULTRY PRODUCERS' ASSOCIATION, INC.

Memorandum of Useful Information
for Cooperating County Units

1. Organization is centralized with association office at Morristown.

2. Secretary-treasurer is R. H. Bible, of Morristown.

3. May have local county units with informal marketing committees in each organized county.

4. Marketing department of the Agricultural Extension Service assists in organization plans in setting up county units.

5. The Marketing Department, in cooperation with the Poultry Specialist, assists in:

   a. Determining assembly points
   b. Determining loading dates
   c. Current information relative to movement and receipts of poultry on terminal markets
   d. Selecting receivers and consigning poultry
   e. Arranging for drafts drawn on receivers before unloading

6. The Poultry Specialist also cooperates with members in educational work in producing, feeding and selecting poultry for market, as well as assisting with marketing problems whenever possible.

7. Duties of R. H. Bible, Secretary-treasurer, Morristown, are:

   a. Arranging for poultry cars at point of origin (either LPT or PFMX)
   b. Securing capable car men
   c. Receives the money for poultry sold
   d. Makes deposits in banks on which consignor's checks are written
   e. Makes returns to consignors by check mailed from Morristown direct to shipper. Check drawn on local bank in county from which poultry was consigned. (Advise name and code number of bank preferred)
   f. Mails carbon copy of consignor's receipt to member along with check. The carbon copy of the consignor's receipt is a duplicate statement of the net returns for all the poultry shipped for member.
   g. Also encloses letter of explanation and cooperative marketing information to consignor along with check and duplicate consignor's receipt statement.
   h. Files in Secretary's office the original consignor's receipt after having completed same by multiplying the pounds of each kind of poultry shown on the form by the net price per pound and after having totaled the net returns and having entered

the amount of and the number of the check on the consignor's receipt. (Each consignor's receipt statement is the original of the carbon copy mailed to the shipper)

i. Keeps files and records of all business transactions of the association.

j. Arranges for feed

8. Where to secure supplies and equipment:

a. Secure Marketing Agreement forms from Marketing office

b. Secure bulletins and information on producing, feeding and selecting poultry for market from A. J. Chadwell, Poultry Specialist.

c. Secure from R. H. Bible consignor's receipts, listing cards and other information regarding equipment for car men

9. Attend to the following at local shipping point:

a. Secure consignor receipt forms from R. H. Bible.

b. Order listing cards. Members should be encouraged to list poultry rather than giving it orally.

c. Send out letter from County Agent's office 10 days ahead of date of loading poultry. Mail to members and prospective members calling attention to loading date with request that all listings be in County Agent's office three days before loading date. Enclose listing card.

d. Make up a listing sheet of those consigning poultry. Arrange names in alphabetical order, showing correct addresses and kind and amount of poultry listed for shipment. Check off names on list as poultry is delivered.

e. Fourteen thousand pounds is the minimum weight for car. Ideal weight for car of turkeys is 14,500 pounds - for fowls and mixed poultry, two to three thousand pounds heavier.

f. Check with local freight agent three days before loading date to see that sufficient cars have been placed.

g. Arrange for platform scales.

h. Secure weigh coop made sufficiently large with solid bottom and slatted sides, ends and middle section; also slatted top hinged with two strap hinges. Convenient size for poultry and turkeys - 4½ feet long, 2½ feet wide and 26 inches deep.

i. Secure clip board for holding consignor's receipt forms.

j. Secure lead pencils and pencil carbon.

k. Secure 150 plaster lathes per car for tacking on decks to hold in straw and for holding down car curtains.

l. Check with car man regarding curtains for cold weather shipments. Ask that curtains be brought back to use for other shipments.

m. Secure 50 gallon barrel, wooden preferred, for mixing feed.

n. Straw for strawing decks; 10 bales for car of turkeys; 8 bales for car of fowls and mixed poultry in cold weather.

o. Secure 3 bushels of white corn for each turkey car. County Agent to get in touch with R. H. Bible regarding other feeds.

p. Arrange for three laborers to assist in unloading poultry into weigh coop and assist car man in decking poultry.

q. Use efficient weigh man to weigh poultry and write consignor's receipts. Have weigh coop counterbalanced on scales to avoid

having to subtract the weight of weigh coops each time. Weigh with up beam as all poultry is weighed out that way in terminal markets. See that coop is kept cleaned out and scales balanced. Weigh man must make neat figures and be accurate.

r. Have weigh clerk make out consignor's receipt in triplicate, one original (white) and two carbon copies. Place X-mark in proper place for new members. Give the yellow copy of the receipt forms (the last copy) to the shipper as a weight receipt.

s. Where more than one car is being loaded at the same time it is well for a local committeeman or some one else to see that poultry is unloaded at car doors according to the order in which it arrives at the loading point. This can be handled by issuing cards numbered consecutively to drivers as they arrive at unloading yards, or have local man to work as traffic director.

t. It is very essential to have an experienced car man deck the turkeys and poultry and supervise the classifying of same on the consignor's receipt forms when question arises.

u. Bill the car out by making out straight bill of lading forms in triplicate as follows: (Unless otherwise notified)

At (Fill in point where loaded) Date _____

From Tennessee Poultry Producers' Association

Consigned to Tennessee Poultry Producers' Association

Destination Jersey City, N. J.

Route Scu. via Potomac Yds., B & O, C of N.J. Delivery

Car Initial _____ Car No. _____

Description	Weight
Car of live poultry	14,000
John Doe man in charge	

Tennessee Poultry Producers' Association Shipper

Per R. H. Bible
Morristown, Tenn.

v. Give the second copy of bill of lading, together with the car man's pass, to the man in charge of car.

10. Things to do after car has been billed out:

a. Unless otherwise notified, mail by special delivery immediately to R. H. Bible, Morristown, the original copy of the straight bill of lading. Attend to this just as soon as the car is billed out.

b. Advise R. H. Bible after loading car the number of double layers of old Toms and the number of layers of young Toms, hens, heavy

fowl, capons, etc., contained in car, giving car number, so that commission agent may be notified.

c. Mail the original and first carbon copies of the consignor's receipts to R. H. Bible immediately. If more than one car is loaded, keep the receipts for each car clipped together and write the car number, the name of car man in charge and local weight for each car on the correct package.

d. Mail an itemized statement of all local expenses to R. H. Bible.

11. Car man's equipment:

a. Work clothes and gloves
b. Food and drinking water
c. Towels, soap and mirror
d. Trunk - large sample
e. Eating and cooking utensils
f. Coal and kindling. Secure coal in transit
g. Straw tick or pad, for cot and pillow and blankets
h. One heavy and one medium sized lock
i. Hatchet, poker and screw driver
j. Stop cock - $\frac{3}{4}$ inch with 2 inch extension
k. One quart of kerosene
l. One No. 2 lamp burner with wick and chimney
m. Feed can, gallon size especially made for the job
n. Mixing wheel (made for job) and short handled hoe
o. Flash light
p. Trip insurance
q. First aid supplies

NOTE: The above items are to be checked over with new or inexperienced car men - old car men are equipped.

It has been the policy of the Tennessee Poultry Producers' Association to secure and train farm boys with high school education for car men. This will continue to be the case until a sufficient number have been trained.

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