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Cooperative Marketing of  
**RANGE LIVESTOCK**  
by L.B. Mann

**FARM CREDIT ADMINISTRATION**  
COOPERATIVE DIVISION      WASHINGTON, D. C.

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Washington, D. C.

COOPERATIVE MARKETING  
*of*  
RANGE LIVESTOCK

By

L. B. MANN

*Senior Agricultural Economist*



FARM CREDIT ADMINISTRATION

Cooperative Division

WASHINGTON, D. C.

BULLETIN No. 7

AUGUST 1936

Gokhale Institute of Politics

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## APPENDIX A

## INTERMOUNTAIN LIVESTOCK MARKETING ASSOCIATION

## LAMB FEEDING AGREEMENT

THIS AGREEMENT, made and entered into this ----- day of -----, 193--, by and between ----- of -----, hereinafter called the grower, and -----, of -----, hereinafter called the feeder.

WITNESSETH: That the grower hereby agrees to deliver to the feeder about ----- head of feeder lambs between the ----- day of -----, 193--, and the ----- day of -----, 193--, the exact delivery date to be at the grower's option, but delivery to be made within the above-described limits unless prevented by weather conditions or other circumstances not within his control; that said lambs are to be weighed at shipping point with fleeces dry, after 12 hours off feed and water, which weight shall be the contract weight, said lambs to be delivered to the feeder on board cars at feeder's unloading point in sound health and good condition, on the ----- railroad, the exact number of lambs and the said contract weight to be shown on the attached certificate, executed at time of delivery of said lambs, which certificate is hereby made a part of this agreement.

IT IS FURTHER UNDERSTOOD AND AGREED, That the feeder or his agent will take charge of said lambs and unload the same at feeding point and will generally and in all respects carefully look after and properly care for, feed, and fatten said lambs, and the feeder further agrees not to feed any other lambs than those covered by this agreement and owned by said grower.

That said lambs are to be kept free from disease, clean, free from burrs, and in good merchantable condition by said feeder, and are to be fed on good wheat pasture, sheltered, and cared for by said feeder, under the supervision of said grower or his agent.

That the grower will stand up to two (2%) percent of any death loss sustained, the feeder to furnish the pelts as evidence of such death loss, but that the grower is to be to no expense whatsoever in caring for, feeding, watering, and sheltering said lambs or for any veterinary services that may be required, and should the feeder for any reason make default in keeping or performing any of the terms and conditions of this agreement to the satisfaction of the grower, or his agent, or in any respect fail, neglect, or refuse to properly care for said lambs, then, and in that event, the grower, or his agent, may, at his option, take possession of said lambs and terminate and cancel this agreement.

That the title to all of said lambs shall at all times remain in the grower, free and clear of any claims, charges, or liens for costs or expenses incurred by the feeder in carrying out the terms of this contract, and the grower, or his agent, shall have sole control of the selling and marketing of said lambs.

That said feeder hereby agrees to deliver all, or any portion, of said lambs f. o. b. cars at feeding point, whenever the grower, or his agent, may so direct.

That in the event any of said lambs covered by this agreement are shipped, marketed, or moved from the feeding location without authorization of the grower, or his agent, the feeder hereby waives and forfeits all claims to any of the proceeds of sale of said lambs.

That the sales proceeds accruing to the grower and feeder shall be remitted to Intermountain Livestock Marketing Association, Denver, Colo., hereinafter called the association, for the credit and advice of said grower and said feeder.

That the grower hereby agrees to pay, on said contract weight, all freight and railroad feed charges, and marketing costs from original loading point to feeder's station and from feeder's station to market, and the feeder hereby agrees to pay freight and marketing expense on the gain in weight, and said grower and feeder hereby agree that said association shall act as agent for both the grower and feeder and shall supervise the feeding, care, and marketing of said lambs, also that said association shall receive for such services, the sum of twenty-seven (27¢) cents per head on the original loading count and five (5%) percent of said gain; of which ten (10¢) cents shall be paid by the grower and seventeen (17¢) cents and the said five (5%) percent, by said feeder, said charges to be deducted from the returns to each party.

That subject to the terms and conditions hereof, if said lambs are sold as fat lambs said feeder shall receive all of the gain in weight at market price at time of sale less his share of the charges as hereinabove provided, as his sole compensation for his performance of the terms and conditions of this agreement, or if for any reason said lambs, or any part thereof, are sold as feeders, said feeder hereby agrees to pay said grower one (1¢) cent per pound on the gain on such feeders; and in either of said events said feeder agrees to pay said association five (5%) percent of said gain as hereinabove provided, the amount of gain to be determined, when all of said lambs have been reweighed at the marketing point, by deducting said contract weight from the total weight at marketing time after all of said lambs have been marketed.

## REMARKS:

EXECUTED in triplicate by said grower and feeder on the date first above written.

Witness: .....

..... (Grower).

Witness: .....

..... (Feeder.)

Feeder's address: .....

Feeder's station: .....

## CERTIFICATE OF DELIVERY AND ACCEPTANCE

## CONTRACT LAMBS

TO INTERMOUNTAIN LIVESTOCK MARKETING ASSOCIATION,  
*Denver, Colo.*

There has this ..... day of ....., 193..., been delivered into my hands by the ..... Railway Company, at ....., Kansas, station, ....., head of ..... shipped by ..... from ....., station, said ..... to be fed by me under contract, the car in which they arrived this day being numbered .....

I have made a careful inspection of the above-described ..... and hereby accept them for the purpose of feeding under a feeding contract.

I hereby further accept the contract weight of ..... pounds, as shown on the contract which has been signed by me.

## REMARKS:

Witnessed by:

.....,  
*Supervisor.*

.....,  
*Feeder.*

(EXECUTE IN DUPLICATE.)



## APPENDIX B

## PRODUCERS LIVESTOCK MARKETING ASSOCIATION OF SALT LAKE CITY

## MARKETING AGREEMENT

This agreement made as of the..... day of....., 19...., by and between the Producers Livestock Marketing Association of Salt Lake City, Utah, hereinafter called the "Association", and the undersigned, hereinafter called the "Producer", witnesseth:

WHEREAS the Producer is desirous of becoming a member of the Association and of having the livestock produced by him handled and marketed by the Association on a cooperative basis.

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

1. The Producer hereby subscribes for one share of common stock of the Association of the par value of One Dollar (\$1.00) per share and the Association hereby acknowledges receipt of One Dollar (\$1.00) in cash payment therefor.

2. The Producer agrees:

(a) To market through the Association all of Producer's livestock that is marketed on any terminal market where the Association or the National Livestock Marketing Association maintains or has a designated marketing agency.

(b) To pay a fee of one cent per head on lambs and hogs and ten cents per head on cattle sold by the Producer without the services of the Association. This fee is intended to cover the cost of providing marketing information service and such other assistance as the Producer may request, providing the Association does not directly make the sale or furnish the buyer for such livestock sold by the Producer.

(c) To pay one dollar per head on cattle, ten cents per head on lambs and fifteen cents per head on hogs where the Association effects the sale of the Producer's livestock direct to the buyer.

(d) To pay one dollar per head on cattle, ten cents per head on lambs, and fifteen cents per head on hogs where the Association places such Producer's livestock under breeder-feeder contracts.

3. The Association agrees to furnish to the Producer the following services:

(a) An authentic and confidential market information service.

(b) A terminal market service at those markets where member agencies of the National Livestock Marketing Association maintain or have a designated agency.

(c) A direct marketing service from Producer to Feeder or from Producer to Processor.

4. Where the Producer elects to consign his livestock to a terminal market agency (which is a member of the National Livestock Marketing Association) the usual commission and yardage cost on that market will apply, and the Producer shall pay no additional fees to the Association.

5. The Producer agrees to the articles of incorporation and by-laws of the Association, and it is understood and agreed that the Producer may cancel this contract in the month of November of any year, if he is not indebted to the Association or its affiliated credit agencies, by giving written notice to the Association of his intention to cancel the same and such cancellation shall be effective on the first day of January following.

FARM CREDIT ADMINISTRATION

IN WITNESS WHEREOF the parties hereto have affixed their hands and seals as of the day and year first above written.

PRODUCERS LIVESTOCK MARKETING ASSOCIATION  
OF SALT LAKE CITY,

By.....  
Its  
PRODUCER.....  
ADDRESS.....

Sign, detach, and mail to Producers Livestock Marketing Association, First National Bank Building, Salt Lake City.

PRODUCERS LIVESTOCK MARKETING ASSOCIATION OF SALT LAKE CITY  
MARKETING AGREEMENT

Number..... District.....  
Name..... Address.....  
Sheep..... Cattle.....

(Do not fill in this side)

## APPENDIX C

LARGE-SCALE COOPERATIVE LIVESTOCK-MARKETING  
ASSOCIATIONS, 1935

## LOCATION AND YEAR OF ORGANIZATION

Agency	Address	Year operations began
California Farm Bureau Marketing Association.	Hanford, Calif. ....	1918
Central Cooperative Association .....	South St. Paul, Minn. ....	1921
Branch agency .....	Fargo, N. Dak. ....	1935
Chicago Producers Commission Association..	Chicago, Ill. ....	1933
Eastern Livestock Cooperative Marketing Association, Inc.	Baltimore, Md. ....	1931
Branch agency .....	Jersey City, N. J. ....	1933
Do .....	Lancaster, Pa. ....	1934
Evansville Producers Commission Association.	Evansville, Ind. ....	1923
Equity Cooperative Livestock Sales Association, Inc.	Milwaukee, Wis. ....	1922
Farmers Live Stock Commission Co. ....	East St. Louis, Ill. ....	1921
Farmers Livestock Commission Co. <sup>1</sup> .....	Springfield, Mo. ....	1926
Farmers Union Live Stock Commission .....	Chicago, Ill. ....	1922
Farmers Union Livestock Commission, Inc. ....	Denver, Colo. ....	1919
Farmers Union Live Stock Commission Co. ....	Kansas City, Mo. ....	1918
Branch agency .....	Wichita, Kans. ....	1923
Do .....	Parsons, Kans. ....	1935
Farmers Union Livestock Commission <sup>2</sup> .....	Ogden, Utah. ....	1931
Farmers Union Live Stock Commission .....	Omaha, Nebr. ....	1917
Farmers Union Live Stock Commission .....	St. Joseph, Mo. ....	1917
Farmers Union Live Stock Commission Co. ....	South St. Paul, Minn. ....	1922
Farmers Union Live Stock Commission .....	Sioux City, Iowa. ....	1918
Farmers Union Livestock Commission Co. ....	Sioux Falls, S. Dak. ....	1929
Illinois Livestock Marketing Association .....	Chicago, Ill. ....	1931
Intermountain Livestock Marketing Association.	Denver, Colo. ....	1930
Interstate Livestock Cooperative Association.	South St. Paul, Minn. ....	1931
Iowa Live Stock Marketing Corporation .....	Des Moines, Iowa. ....	1930
Livestock Producers Association, Inc. <sup>3</sup> .....	Montgomery, Ala. ....	1929
Michigan Live Stock Exchange .....	Detroit, Mich. ....	1922
Montana Livestock Marketing Association .....	Helena, Mont. ....	1932
Oklahoma Livestock Marketing Association .....	Oklahoma City, Okla. ....	1931

<sup>1</sup> Started as Missouri Farmers' Association Livestock Commission.<sup>2</sup> Operated jointly by Farmers' Union Livestock Commission Companies of Omaha, Nebr., and Denver, Colo.<sup>3</sup> Superseded the Alabama Farm Bureau Cooperative Commission firm, Apr. 15, 1933.

Agency	Address	Year operations began
Pacific States Livestock Marketing Association. <sup>4</sup>	San Francisco, Calif.....	1925
People's Cooperative Sales Agency, Inc.....	South St. Paul, Minn.....	1923
Peoria Producers Commission Association.....	Peoria, Ill.....	1922
Producers Commission Association.....	Indianapolis, Ind.....	1922
Producers Commission Association.....	Kansas City, Mo.....	1923
Producers Commission Association.....	Sioux City, Iowa.....	1923
Producers Cooperative Commission Association.	Buffalo, N. Y.....	1922
Producers Cooperative Commission Association.	Cincinnati, Ohio.....	1925
Branch agency.....	Dayton, Ohio.....	1935
Producers Cooperative Commission Association.	Columbus, Ohio.....	1929
Joint agency.....	Cleveland, Ohio.....	1923
Do.....	Pittsburgh, Pa.....	1923
Producers Live Stock Commission Association.	East St. Louis, Ill., and St. Louis, Mo.	1922
Producers Live Stock Commission Co.....	Springfield, Ill.....	1920
Producers Live Stock Association.....	Muncie, Ind.....	1925
Producers Live Stock Marketing Association.....	Louisville, Ky.....	1931
Producers Livestock Marketing Association.....	St. Joseph, Mo.....	1931
Producers Livestock Marketing Association.....	Salt Lake City, Utah.....	1935
Branch agency.....	Ogden, Utah.....	1935
Do.....	Los Angeles, Calif.....	1935
Progressive Farmers Cooperative Commission.	Sioux City, Iowa.....	1933
Branch agency.....	Sioux Falls, S. Dak.....	1935
South Dakota Cooperative Livestock Marketing Association.	Brookings, S. Dak.....	1932
Tennessee Producers Live Stock Marketing Association.	Nashville, Tenn.....	1932
Texas Livestock Marketing Association.....	Fort Worth, Tex.....	1930

<sup>4</sup> Superseded Western Cattle Marketing Association (1925-1934) and the Western Livestock Marketing Association (1932-1934), April 1934.

