Livestock market information from auctions
by Richard H Pulis

A THESIS Submitted to the Graduate Faculty in partial fulfillment of the requirements for the degree of Master of Science in Agricultural Economics at Montana State College
Montana State University
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Abstract:
Market information is available to Montana stockmen through many different types of reporting agencies such as newspapers, radio, magazines, private reports, government releases, and by conversations with neighbors and observations. Even with all these different agencies collecting and disseminating livestock market information, the Montana stockman doesn't receive an accurate report of the current market price for livestock. The basic cause for this problem is that there is no adequate coverage of auction market sales by a qualified, unbiased market news reporter. At present there is only one full-time federal market news reporter in Montana and he is expected to cover all of Montana and Northern Wyoming. This man is stationed in Billings and consequently the Billings market report is excellent. Also, he releases a weekly Range Sale Report which is current and reliable but incomplete. This means that approximately two-thirds of the livestock marketed through Montana public market agencies are not reported.

This study describes the problems that the stockman has in securing adequate, reliable market information from his local auction markets. A description is made of Montana livestock auction markets, the market information supplied by these markets, and the effect of competitive elements at auction sales upon market reports.

This study points up several problems that need to be solved before adequate market information coverage of auctions can be made. The first problem is the employing of qualified reporters. This problem presents several difficulties, one being that due to the lack of volume at each of these markets one news reporter could not be hired full-time to report one market, and due to distance between markets he could not cover more than two or three markets during a week's time. The last problem is to find a sponsor who would be willing to underwrite a livestock auction market information reporting service. At present the logical agencies for doing so have declined from lack of adequate interest, funds or other obstacles.

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Bozeman, Montana
May, 1958

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ACKNOWLEDGMENTS

The author wishes to express his thanks and appreciation to Mr. C. B. Brotherton for his assistance and counsel in preparing this thesis, and to Dr. Edward H. Ward and Mr. N. A. Jacobsen for their encouragement, valuable suggestions and criticisms throughout this study.

Recognition is also due the Montana Livestock Auction Association and the Market News Branch and the United States Department of Agriculture for the cooperation of these agencies.

ABSTRACT

Market information is available to Montana stockmen through many different types of reporting agencies such as newspapers, radio, magazines, private reports, government releases, and by conversations with neighbors and observations. Even with all these different agencies collecting and disseminating livestock market information, the Montana stockman doesn't receive an accurate report of the current market price for livestock. The basic cause for this problem is that there is no adequate coverage of auction market sales by a qualified, unbiased market news reporter. At present there is only one full-time federal market news reporter in Montana and he is expected to cover all of Montana and Northern Wyoming. This man is stationed in Billings and consequently the Billings market report is excellent. Also, he releases a weekly Range Sale Report which is current and reliable but incomplete. This means that approximately two-thirds of the livestock marketed through Montana public market agencies are not reported.

This study describes the problems that the stockman has in securing adequate, reliable market information from his local auction markets. A description is made of Montana livestock auction markets, the market information supplied by these markets, and the effect of competitive elements at auction sales upon market reports.

This study points up several problems that need to be solved before adequate market information coverage of auctions can be made. The first problem is the employing of qualified reporters. This problem presents several difficulties, one being that due to the lack of volume at each of these markets one news reporter could not be hired full-time to report one market, and due to distance between markets he could not cover more than two or three markets during a week's time. The last problem is to find a sponsor who would be willing to underwrite a livestock auction market information reporting service. At present the logical agencies for doing so have declined from lack of adequate interest, funds or other obstacles.

INTRODUCTION

One of the major marketing problems of Montana livestock producers has been the inadequacy of market information available to the producer. Resolutions have been presented by the annual meetings of various livestock groups such as the Montana Stockgrowers, asking that more adequate information be made available to the producer. This information is needed for making management decisions relative to production and marketing. One particular marketing channel that must be considered if any expansion and improvement is made in market information facilities and coverage, is the sale of livestock through auction markets.

One of the most important changes in the marketing of livestock within recent years has been the tremendous growth of the livestock auction as a marketing channel. At the time of the first complete count of the auction market facilities in the United States in 1937, there were only 1,345 auctions in operation. Another count was made in 1949 when there were 2,427 auctions operating in the United States. The peak in the number of auctions was reached in 1952 when over 2,500 different auctions were holding regular sales. The enumeration for 1955 showed the number of auctions had declined somewhat to 2,322.[1/]

The growth of auctions in Montana has followed the national pattern. The first auction was established at Billings in 1934. By 1939, three other auctions were in operation, and in 1949 the present total of 13

1/ Gerald Engelman, The American Livestock Auction Market -- Its History, Importance and Problems, a statement to the Annual Convention of the American National Livestock Auction Association, Denver, Colorado, June 15, 1956.

were operating in the state. The major species of livestock handled by the auction markets is cattle. An indication of the increasing importance of this form to market outlet can be seen from the following table of Montana volumes handled for selected years.[1/]

TABLE I. CATTLE SOLD AT MONTANA AUCTION MARKETS.

Year	Volume
1941	110,798
1944	298,697
1947	460,451
1950	466,725
1953	508,086
1955	530,291

The continued growth in the 1950's is shown in Figure 1. While there have been years when volume has declined, there has been a steady upward trend in the volume of cattle handled at the state's auction markets. The records of the Montana Livestock Commission also indicate that in 1955 almost half of the cattle inspected by the State Brand Inspector's Office were inspected at these markets, with something over 600,000 head being inspected at country shipping points and at the Billings Public Yards, the one terminal market in Montana. Therefore, any study of the livestock marketing in Montana cannot ignore this important channel -- the auction market.

1/ Volume records secured from brand inspection records of the Montana Livestock Commission and includes Billings Public Yard receipts.

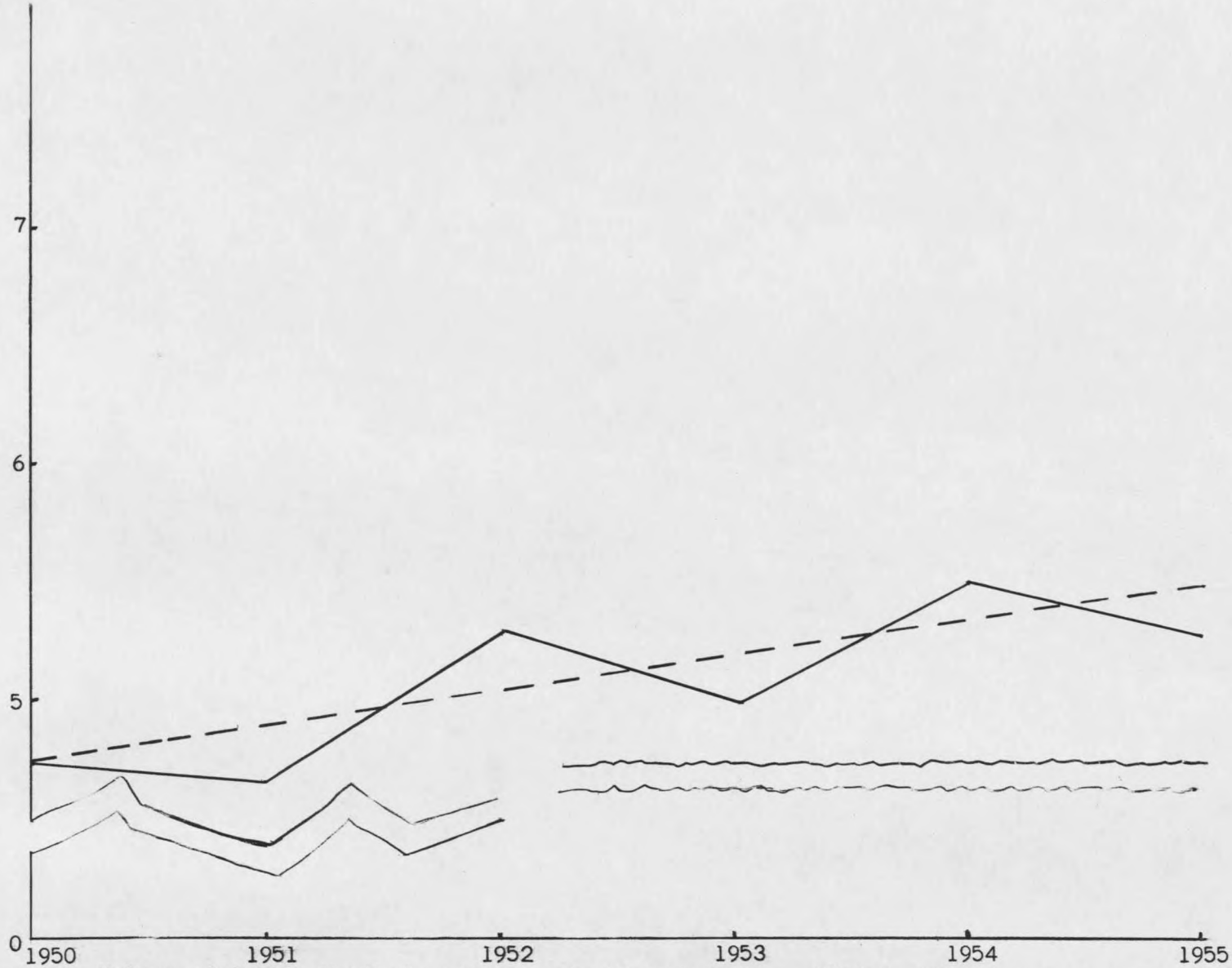


Figure 1. Volume of Cattle Handled at Montana Auction Markets -- 1950 to 1955.

The purpose of this paper is to delineate a specific model whereby marketing information from auctions can be made available to the livestock industry in the state. Today, no official reporting on these markets is made except at one auction, the Billings auction. This auction market is reported in conjunction with the Billings Public Yards, the terminal market in that town. However, since this study was begun, the auction market association of Montana has begun a system of reporting volumes sold and prices by grades as well as other pertinent information. However, it is strictly voluntary reporting, with the report on each auction being made by the operators of the separate auctions.

Information relative to the method of selling by auction will be presented in some detail, because special problems of reporting on marketings at auctions arise because of the inherent characteristics of sale by the auction method. Reporting on auction sales must entail different collecting and reporting procedures than does the reporting on sales through other major channels such as direct sales or sales at terminal markets.

PART I

THE PROBLEM

A more adequate system of reporting livestock auction prices and news information is needed by the Montana producer to aid him in reaching intelligent decisions in his livestock program. The producer needs this information to aid in deciding when to discontinue his production process and market his product. A producer must also know where to market this product to the best advantage.

As an example of the marketing problems facing a livestock producer, let us consider the situation of Mister X, a typical auction patron. Mr. X has a 240 acre irrigated farm along the Milk River. His cattle enterprise consists of 17 beef cows, 3 milk cows, 14 fall calves and 44 steers, 14 of which he raised and 30 purchased as fall calves the preceding year to make use of surplus feed.

Mr. X is located between two markets, one of which is 70 miles away and the other about 90 miles. To make the problem more specific, we will say the time of the year is early fall and the supply of pasture forage is decreasing rapidly and will soon be insufficient for the needs of his cattle. The operator must sell some or all of the steers or increase the grain ration to supplement the pasture. If the operator fed all of his grain to the steers, he would have enough feed to last until about January 1. Also, he has 5 sows which are to farrow in March and need some grain to carry them over until the new grain harvest. Mister X wishes

to keep his hog enterprise. Adjustments must be made in the cattle enterprise to meet the changing feed situation. Therefore, the operator is faced with the decision of selling the steers or purchasing feed.

The first problem Mr. X is confronted with is when to sell. What information does he need to know? Is this information available? At a time such as 1955 when production costs are mounting and agricultural prices are leveling off or falling, efficient marketing becomes extemely important. Market information by itself is not enough; timely and accurate knowledge of the current value of an item at the market place is not an end in itself. Rather, it is an essential aid to sound marketing decisions. The decline of a few cents a pound can mean substantial losses. Such losses can, at the time of sale, wipe out all the gains from efficient production practices.

Along with the timely and accurate knowledge of the current values, Mr. X must also have price outlook information. It is recognized that cattle prices are closely correlated with general economic conditions and price levels. Demand for beef is closely associated with the national income and with purchasing power of consumers. Demand and prices for feeder and stocker cattle are closely associated with the price of beef at the retail level as well as with feed and pasture conditions in the area in which they are to be pastured or fed. Mr. X must have this information and be able to interpret it correctly to determine the optimum time to market his animals.

Among all farmers questioned on a survey by Iowa State College[1], 75 percent said they wanted to get some outlook information or wanted more of it. Farmers who wanted some or more outlook information were asked how often they would read outlook material, and how often they would listen to it on the radio. Sixty percent of these farmers wanted the information weekly and 20 percent asked for it daily. This tends to indicate that farmer wished to be kept up to date on the changes that might be expected in their respective markets.

In order for Mr. X to determine when to sell his cattle, he must also know the condition and grade of his cattle and relate them to the prevailing price or predicted price if he is to market them at a later date. He must also know the relative price differences between grades and relate them as such to his own animals.

After Mr. X has made his decision on when to sell, he must determine what market channel he is going to use. He may ship to a terminal market or directly to a packer as well as to a local auction. After he has reached a decision on this matter (to sell through an auction in this example) he must decide which auction to sell through. As in the case of Mr. X, most farmers have a choice of more than one market outlet.

With several outlets the producer needs some criteria for making his decision as to what market to use. Choosing the best market requires

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1/ Peny J. Dodds and K. R. Marvin, What Does an Iowa Farmer Want from Radio Market News?, Iowa State College, Agricultural Experiment Station, Research Bulletin 413, August 1954.

information for comparing net prices at alternative markets. The market reports must use common terminology in describing classes and grades, and must be timely and reliable if the operator is to use them intelligently. Market price relationships change from day to day, depending upon the quantities available for sale and the interest of the buyers in obtaining each class and grade of animals.

Market news reports are not always directly comparable among markets. Where the operator has a choice of markets, price quotations alone do not provide all the information necessary to choose the market giving the greatest net return. The job of securing accurate price reports from auctions is difficult because of the irregular flow of livestock through the ring, small lots and unqualififed reporters, but also because the desire to make reports as current as possible sometimes necessitates estimates on the part of the person doing the reporting.

Also, when prices are reported, the actual numbers in each grade and class usually is not reported by Montana auctions or at most terminal markets, either. Therefore, it is difficult to estimate the supply and demand for any one class and grade of stock. Usually only the total of all animals sold in reported. The difficulty in reporting the volumes of livestock arises because the size of lots are sometimes very small and there is an irregular flow of livestock through the ring. This irregular flow not only occurs during the day but by weeks and months as indicated in Figures 2 and 3. When the size of lots are very small it is difficult ot establish a true market value price.

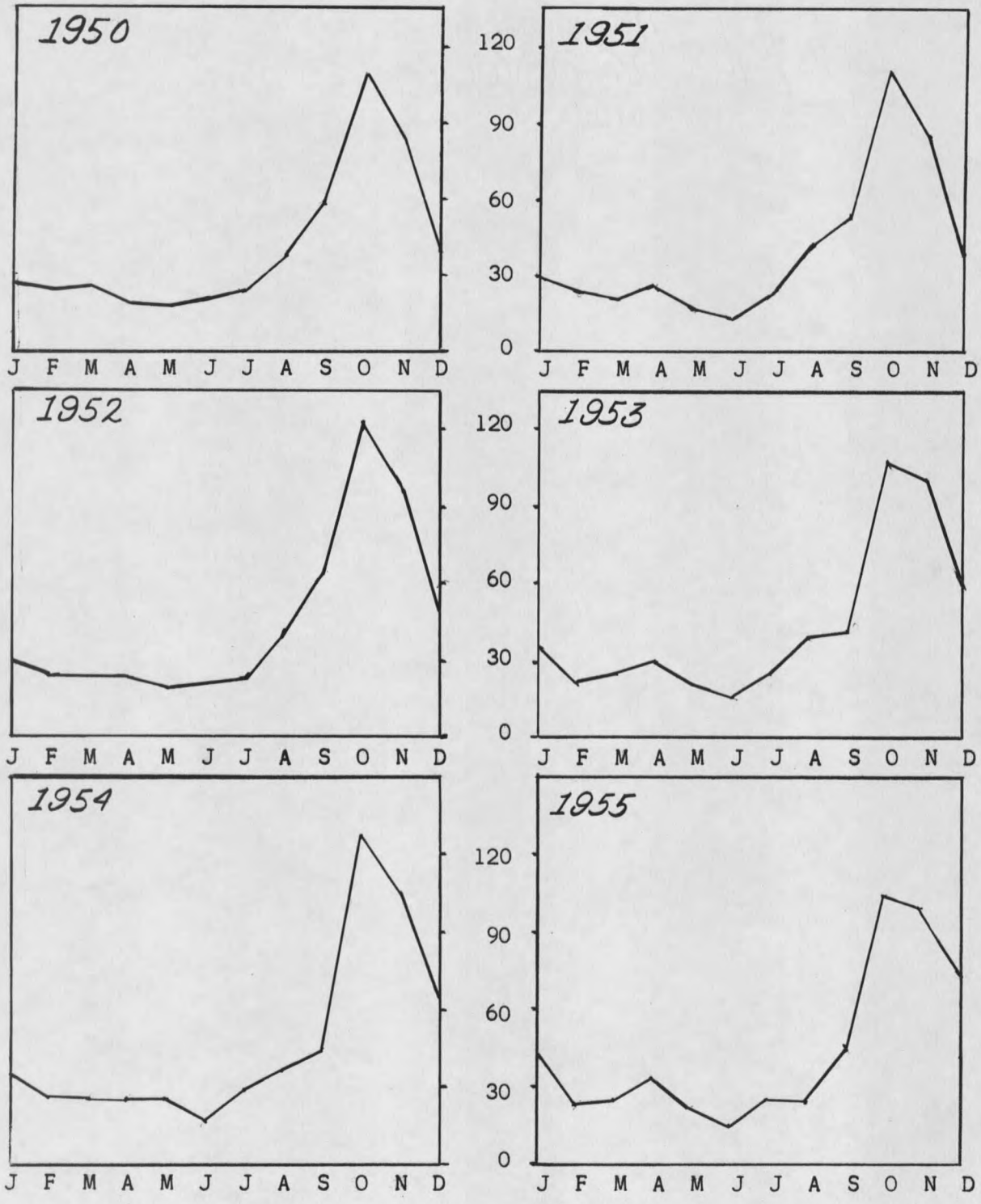


Figure 2. Monthly Receipts at Montana Auction Markets.

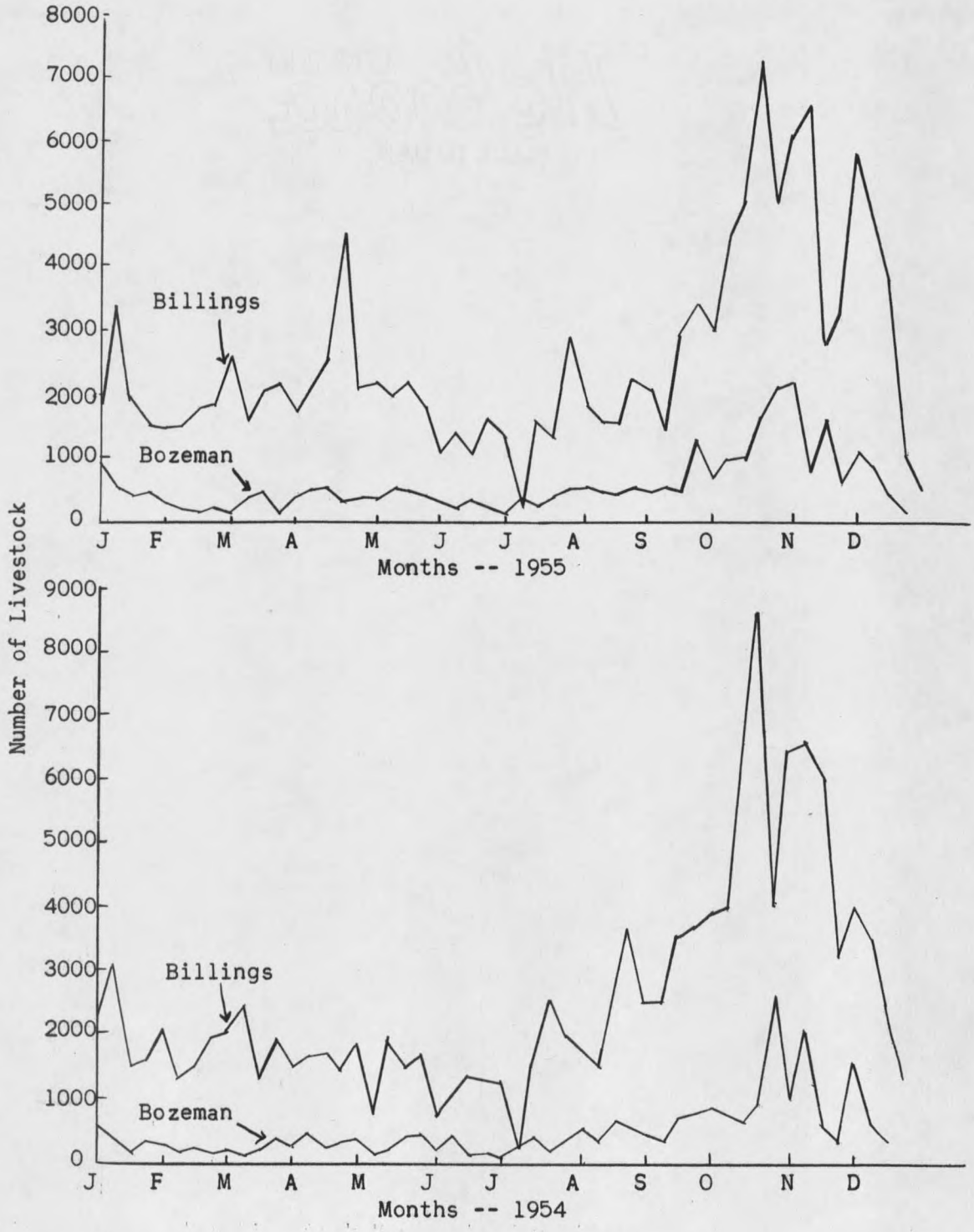


Figure 3. Weekly Livestock Movements for Billings and Bozeman Markets.

Mr. X often lacks a yardstick by which he can compare the prices received with those that prevail elsewhere for similar classes and grades of animals. In making this statement it is realized that uniformity in reporting is necessary. It is conceivable that the mere publication of prices based upon anything less than standardized government grades might even add to the confusion. It would appear that in order to be of practical use, such reporting should necessarily be done by some regularly established reporting service such as the Livestock Division of the Agricultural Marketing Service. At the present time practically no western auctions are included in the markets for which the Agricultural Marketing Service reports livestock market news, even though some of the auctions handle considerably more livestock than some of the western terminal markets. More adequate reporting at local points would be achieved by reporting auction markets.

Another problem involved is that many livestock producers are unfamiliar with the United States Department of Agriculture grades on which all reporting is presumably based. Those not familiar with the United States Department of Agriculture grades are unable to grade their own livestock accurately enough to use market reports in relating market value to their livestock. Also some of the auctions have not fully accepted the United States Department of Agriculture grades or any other standard grade. This makes it difficult for an operator to compare prices at one auction market with another. Sometimes the grades of livestock are interpreted too broadly, wide price ranges for these grades

make uncertain the probable price for any one animal or group of animals. The degree of shrinkage and fill on livestock sold presumably has an effect on the prices received. This is one factor that contributes to the wide price range for some grades of animals.

The purpose of market collection and dissemination by auction markets should be to get the desired information on supplies, prices and trade conditions from the auction sale back to those who can use it. To be of value, the information must be available in time to help decide when and where to sell and buy. It must furnish short-run information and longer run information. The information must afford a means of comparing alternative markets as well as the local situation.

The lack of effectiveness of market reports is more than a mere failure of persons to hear market reports on the radio, read them in newspapers, learn them via market bulletins, or otherwise. It is more than lack of exposure. It is a matter of how to interpret correctly and use this material in making marketing decisions.[1/]

Market prices most frequently used are: (1) the top price for the day on a single market or the top market, (2) price range for the bulk of sales in a grade, and (3) a complete summary of the market including tops, range and lows. These all should be related to grade. The complete summary has a clear-cut advantage from the farmer's viewpoint in

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1/ Stanley Andrew, Executive Director NPAP, "Ways to Improve Market News and Information," a report of the Market News and Information Conference, Kansas City Missouri, May 1955.

that it is most likely to give him information on the particular type and grade of animals he has for sale.[1]

In summarizing a survey done by the Western States on the Intermountain Area, we can see some of the specific reasons for inadequacy of market information.[2] Table II shows the results of the survey on inadequacies. Unfortunately, the 30 percent that indicated additional information needed did not specify the exact data that would make for improvement. Some of those could probably be broken down into other categories but others can be assumed to mean that they wanted forecasts on weather, feed prices, livestock prices, etc. The other categories are self-explanatory.

TABLE II. PERCENT OF FARMERS REPORTING SPECIFIC REASONS FOR INADEQUACY OF MARKET INFORMATION.

Reason	Percent
Additional Information Needed	30
Difficult to Relate Local Prices	27
Received Too Late	17
Prices Quoted Higher Than Average Sale	14
Lack of Understanding of Market Grading	8
Terminology of Market Reports Not Uniform	4
Total	100

1/ Stanley Andrew, op.cit.

2/ Edwin C. Voorhies, "Some Factors Affecting Producers Choice of Marketing Agencies," Trade in Western Livestock at Auctions, Western Regional Research Publication, Calif. Agr. Exp. Sta. Bull. 740, p. 51-52.

In the same survey by the Western States, the farmers were asked from what source they received their market information. Table III shows the sources of market information used and shows clearly that the majority used the newspaper and radio as a source of information. This tends to show how the information has been most effectively distributed.

TABLE III. SOURCES OF MARKET INFORMATION.

Source	Percent
Newspaper	36
Radio	39
Commission Firms	8
Government Reports	4
Private Reports	6
Local Buyers	3
Watching Livestock Auction Sales	4
Total	100

In order for Mr. X to make intelligent and timely marketing decisions he must have timely and up-to-date information that is comparable with other market alternatives. He must have information concerning possible future prices and forecasts on the economic conditions of the area and the country. This information he must have to make a wise and systematic choice of when to market and where to market.

Because the auction market is a readily available channel for marketing livestock for most producers, the market information he secures from auctions must meet the tests mentioned in this section. However, the inherent characteristics of the livestock auction present some difficult

problems. The following section will discuss in detail features of auctions emphasizing those features that bear upon the problem of securing marketing information from them.

PART II

DESCRIPTION OF LIVESTOCK AUCTION MARKETS IN MONTANA

There are many special features concerning the livestock auctions in Montana that should be considered before any specific model for reporting marketing information from them can be devised. The Montana Livestock Commission has devised a system of regulation and control of livestock auctions that many people in the industry believe to be the best in the nation. Of special importance has been the principle used by the Commission in granting new licenses to operate auction markets. The applicant must convince the Commission in an open hearing that there is a need for the new auction by the livestock industry. It must be shown that the livestock producer will benefit from the new establishment which is considered to be in the nature of a public utility.

As a result of this principle, no new auction licenses have been granted for almost a decade. The volume of livestock handled at each auction has been held at a relatively high level as a result of this limitation. The Commission appears to believe that it is more advantageous to the livestock producer to have fewer auctions with larger volumes and more buyers than to have more auctions competing with each other for a limited volume of livestock to be sold. A higher return to the producer is the criteria used by the Commission in this regard.

The Commission also required that each auction adhere to strict sanitary provisions in order to keep its license to operate. There are also rather stringent requirements concerning financial responsibility.

Number of Auction Markets

In 1955 there were 13 livestock auction markets in Montana according to the Livestock Commission of Montana. Of these 13 auctions, 11 belong to the Montana Livestock Auction Association. It is anticipated that the two markets that do not belong to the association will some day be included.

Location of Auction Markets

Livestock auctions are an important part of the Montana livestock marketing system. The auctions are scattered geographically over the state as shown in Figure 4 and farmers and ranchers usually have access to more than one market. These markets attract consignors from wide areas depending upon their location. A sale at the markets attract a number of buyers closely correlated with expected volume. The number of consignors and buyers vary somewhat with the seasonal movement of livestock at the sale.

Selling Services

1. The selling services rendered by the livestock auction with respect to all classes of livestock include:
   a. Assembling livestock for sale in volume.
   b. Safeguarding against disease and injury.
   c. Sorting and grading by classes and brands or marks.
   d. Attracting buying power to assure competitive bidding.
   e. Acutal sale of livestock by auction method.

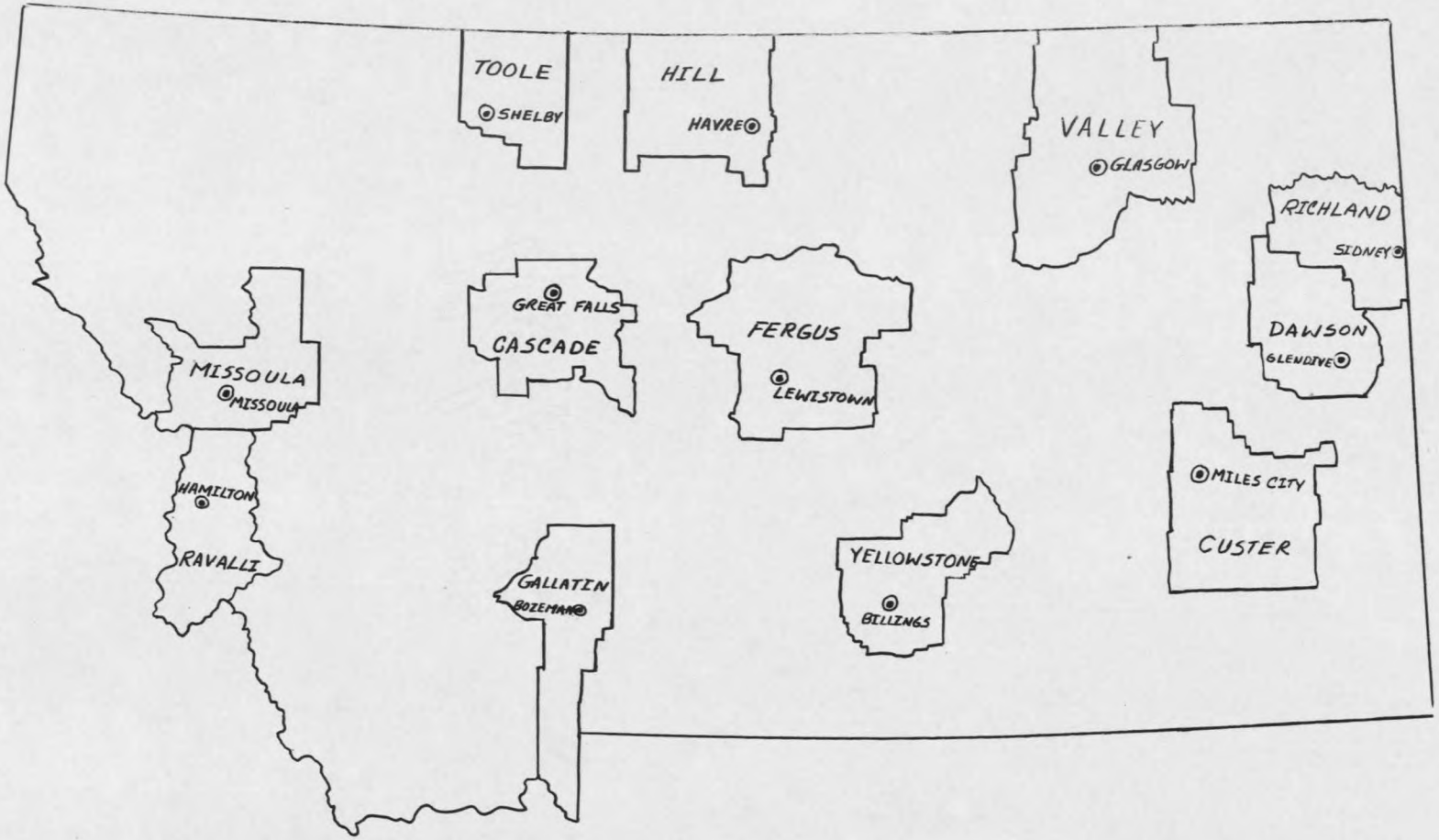


Figure 4. Auction Markets in Montana.

f. Payment to consignor-owner of proceeds of sale, less overall charges, upon sale.

g. Supplying to the consignor a written account of sale showing the number, weight and price of each animal sold, the name of the purchases, the date of sale and the charges for all services rendered.

h. Participation and cooperation in local, state and national meat promotion programs.

2. The actual sale of all consigned livestock will be accomplished in the sales arena upon the basis of competitive bids at auctions. No sale of livestock will be conducted or permitted in the stockyards other than at auction in the usual manner.

3. Special selling services such as printing of sale lots, and others not ordinarily required, will be charged for under special agreement (except Great Falls).

Market Sale Days

The market sale days vary throughout the week at each market. The different days of the week for each market are partly scheduled as such to attract major buyers. Some of the major buyers will attend more than one auction during the week. Table IV shows the auction market, its location and day or days of sale. During the heavy marketing season some auctions hold sales on more than one day a week and extend the sale through more than the regular sale day. Also, during slack seasons some of the smaller markets may postpone a sale for a week. Extreme weather conditions and lack of sufficient volume are usually the principle reasons for postponing sales. The starting time of the sale varies from market to market. During the busy season, the starting hour is uaually somewhat earlier. Auctions close their sales when all livestock has been sold.

TABLE IV. MARKET SALE DAYS.[a/]

Name of Auction Market	City	Days of Sale
Billings Livestock Company	Billings	Monday and Tuesday
Bozeman Livestock Auction Company	Bozeman	Friday
Central Montana Stockyards	Lewistown	Wednesday
Glasgow Livestock Sales Company	Glasgow	Thursday
Glendive Auction Company	Glendive	Friday
Great Falls Livestock Commission Company	Great Falls	Monday and Tuesday
Hamilton Livestock Stockyards	Hamilton	Wednesday
Havre Livestock Commission	Havre	Friday
Miles City Auction Company	Miles City	Monday
Missoula Livestock Auction Company	Missoula	Thursday
Montana Livestock Auction Company	Butte	Monday
Shelby Stockyards Company	Shelby	Thursday
Yellowstone Livestock Commission	Sidney	Wednesday

[a/] The American National Livestock Auction Association.

Market Charges (Tariffs)

The charges of the auctions vary considerably at each market. Also the classifications of livestock varies somewhat as shown in the following tables. Appendix A shows the charge classification for cattle. There is no standard charge classification for all markets as is shown in the table.

The charge classifications for sheep are shown in Appendix B. The classification breakdown is standard for all markets but the charges vary

somewhat for most markets. Some markets handle no sheep or very few while others have established a good sheep market.

The charges for the selling of hogs varies considerably between most markets. The classification breakdown is well standardized with the exception of the two smaller markets. Appendix B shows the charges and classifications for the different markets. Some markets handle very few hogs while others have established a good hog market.

Feed Charges

The feed charges for the various classes and types of livestock are shown in Appendix C for each market. These charges are a major expense of marketing at an auction and the markets operate under specific rules governing charges and services for feed. For example, the following definitions and rules are prescribed:

1. Feed shall consist of hay.
2. Feed days commence at various times for each market.
3. When livestock are in the stockyards more than one feed day, an extra feed day will be charged for each such day or fraction thereof.
4. Grain will be supplied on consignor's order if procurable at cost price plus 20 percent.
5. Hay and straw, when ordered by buyers and outside shippers, will be charged these amounts. All charge $.25 per bale for spreading in car or pen with the exception of one that charged $.15 per bale (Butte).

The feed charge classification breakdown for cattle corresponds with the classification breakdown used for selling charges.

Charges for Special Stockyard Services

Special stockyard services not ordinarily or usually required in handling livestock for sale will be charged for under special agreement. Special stockyard services are listed in Appendix D with charges for the individual market.

Resale Charges

Resale charges shall apply to all livestock resold without leaving the company stockyards.

1. Two markets reported that they charge the same all-inclusive charge classification and charges shall apply to the resale as to the original sales, less the feed day included in the original sale (Missoula and Billings Livestock Commission).

2. One market had specific charges for each classification of livestock resold (Miles City).

3. One market charged a flat fee of $.75 per head for all cattle resold (Great Falls).

4. All other markets charged one-half of the all-inclusive charge to the nearest even cent above, after first deducting the feed day included in the original sale, shall apply to all resales for all classifications (Sidney, Glendive, Havre, Lewistown, Butte, Glasgow, Bozeman).

No Sales

All livestock once consigned for sale will be charged by classification, except resales, whether bid in by or for the consignor or withdrawn prior to actual sale at auction in the sales arena (less Miles City and Butte).

Yardage

The term "yardage" includes suitable facilities for the safe and expeditious receiving, handling, feeding, watering, holding, sorting, selling, buying, weighing, delivery and shipment of livestock. It includes services necessary and incident to:

1. Receiving of livestock at the place of unloading.
2. Furnishing receipts for livestock to the carrier or consignor.
3. Furnishing of sufficient potable water for livestock.
4. Weighing of livestock when sold.
5. Issuance of scale tickets showing actual weight and other pertinent information concerning livestock weighed.
6. Removal of livestock from scales after weighing and delivery to the buyer or his carrier agent.
7. Holding of livestock for a reasonable time pending delivery to buyers.
8. Obtaining receipts for livestock delivered to buyers or carrier agents.

The Livestock Commission also prescribes general rules in regard to a large number of other matters important to sale by the auction method. These general provisions including the following:

1. Loading and unloading -- Truckers must load and unload livestock at the docks provided for this purpose, as the company will assume no responsibility whatsoever for loss, damage, or injury to any livestock occurring during loading or unloading.
2. Allocation of pens -- All pens, chutes and alleys are the property of the company and may not be claimed by any patron for his exclusive use. The management will allocate pens and may change such allocations without advance notice.

3. Diseased animals -- The company reserves the right to exclude from these yards livestock now or suspected of having been exposed to infectious or communicable diseases.

4. Liability for damage -- The company assumes no responsibility for loss, damage, or injury to or by livestock not in its exclusive custody, nor to or by any vicious or unmanageable animals. Notices of all claims for shortages, injuries, mixing, weighing or other damage must be given within a reasonable time after alleged cause for claim arises.

5. Title to livestock -- Title to all animals consigned for sale remains in the consignor until the time sold. Time of sale shall be at the time the highest bid is accepted unless the sale is conditional, or unless proof of title in the consignor fails.

Volumes of Animals Handled by Auctions

The importance of livestock auction markets in Montana can again be exemplified by examining Table V which shows the total number of cattle handled by auctions for the years 1950 through 1955. These figures are inflated to the extent that the same animal is often sold more than one time at the same or a different market. Volume figures are also laid out graphically in Figure 2 to show the relative increase in animals handled over the same six year period. The importance of auction markets in Montana's organized marketing system can be readily seen from Figure 2. Some of the auctions also sell sheep and hogs, but the big bulk of the business at each auction is in cattle and calves.

Seasonality of Livestock Movement to Auctions

The seasonal movement of livestock through the auctions in Montana by months is shown in Figure 2 for the years 1950 through 1955. It is apparent that reporting on auction sales is complicated by the irregular

TABLE V. VOLUME OF CATTLE SOLD THROUGH MONTANA AUCTION MARKETS.

January 1, 1950 - January 1, 1955

Market Name	1950	1951	1952	1953	1954	1955
B L C	105,841	105,631	124,426	120,125	131,166	132,777
Bozeman	18,618	6,712	18,493	23,532	25,532	26,819
Butte	61,841	60,097	62,382	53,478	49,655	39,979
Glasgow	8,872	9,630	11,762	13,378	16,705	17,133
Glendive	20,548	24,010	26,962	21,413	33,088	34,255
Great Falls	44,736	44,142	59,478	58,787	51,690	43,782
Hamilton	6,097	6,169	6,032	4,783	5,985	6,739
Havre	28,827	28,043	32,200	31,830	36,346	32,480
Lewistown	26,705	33,533	42,037	33,361	33,227	31,540
Miles City	46,900	59,357	60,057	48,119	60,341	50,814
Missoula	53,749	43,303	45,435	49,711	53,986	49,585
Shelby	5,200	4,673	144	4,622	8,845	12,708
Sidney	38,791	38,626	41,878	34,672	47,431	54,684
Total, 13 Auctions	466,725	463,926	531,286	497,861	553,997	533,295
Billings Public Yds.	52,269	59,705	88,658	98,208	102,166	84,278
Total, Organized Markets	518,994	523,631	619,944	596,069	656,163	617,573

seasonal movement. If a reporter were employed to do the reporting, as will be discussed later, he would be very busy during the fall and winter with little or no reporting during the spring and summer. Possibly a reporter could be hired only during the fall and winter when the livestock movements are largest as shown in Figure 3. This has several implications, first, it would be very difficult to find an interested and qualified man to do this work only on the seasonal basis and it is doubtful if the auction operators could do it themselves. They may have time during periods of low volume but at other times it would be pretty difficult for them.

Figure 3 makes the point even stronger. It shows the weekly movements for two of the markets in Montana, one is the largest and the other is about average in relation to volumes of livestock handled.

PART III

MARKET INFORMATION SUPPLIED BY AUCTIONS

Description of Methods of Disseminating Information from Auctions

All the auction markets in Montana disseminated in some fashion information from their sales to their patrons. The newspaper and radio were the most frequent methods used by the auctions.

A. Newspapers

All auction markets reported using the newspaper as a medium for distributing information on the sales at their market. Most of the markets used only weekly columns in the newspapers covering their area. The circulation of these newspapers was from 3,000 to 37,000. Eight of the markets used weekly columns, two markets used daily columns, and one market advertized three times a week. There was a total of 40 weekly advertisements in state papers and two daily advertisements and also one market advertised three times a week in a daily paper.

The type of information varies considerably which makes it difficult to compare one market with another from the standpoint of the producer. Some markets gave the sale date, time, type of livestock, the prices received, weight, owner, buyer, services and facilities offered and general information. None of the markets gave the volumes for each class or grade of livestock sold.

B. Radio

All of the auction markets had radio programs of some type. Most of the radio stations covered a radius of about 200-300 miles. At least, the information was not directed to anyone living farther than 100-150 miles for the auctions do not get many patrons from any farther than that distance. Also, because of the location of the auction in Montana, they would then be lapping into some other auction territory.

Three of the markets have five-minute daily programs, three have 10-minute daily programs, two have 15-minute programs two times a week, one has a 15-minute program four times a week and one has a 15-minute program once a week.

Six of the auction markets do not sponsor their own programs and four of the markets do. The ones that do not sponsor their own programs are usually sponsored by some local sponsor as it is classified as a public service by the radio station.

Five of the markets reported that they had a radio program directly from the sales ring during the sale. They considered this to be the most effective way of advertizing over the radio. The type of information was somewhat the same as the type of information supplied through the newspaper although somewhat more in detail.

C. Special Market Letters

Most of the markets reported sending out special information to their better patrons in some form of market letter. Most of this was in

connection with special sales or special occasions. These letters or cards were mailed to individual patrons, both buyers and sellers, who are thought to be interested in this special sale. In other states it is a common practice of the larger auctions to mail out a regular market report giving infomration on volumes and prices at the last sale as well as information concerning the next upcoming sale.

D. Special Livestock Wire Service

The United States Department of Agriculture has a closed teletype circuit on which it sends the market reports from one market to another. The advantages of this system is that it keeps all the markets informed as to what the price of cattle and other agriculture products are at the other markets. There is a total of 41 livestock markets included in this circuit. By leasing this wire, information concerning these 41 markets can be secured. Many special reports of interest to the livestock industry are also carried on the circuit. Important examples are the newly-instigated Quarterly Cattle on Feed Report and data on Inshipments of Stockers and Feeders to the Nine Corn Belt States.

Billings, Montana; Amarillo, Texas; Denver, Colorado; Fort Worth, Texas; Houston, Texas; Los Angles, California; Ogden, Utah; Portland, Oregon; Sanantonio, Texas; San Francisco, California; Spokane, Washington; and Stockton, California are the markets in the eleven western states and Texas that are included in the circuit. The market news information received on this circuit is posted at each of the markets and is available

to the public. Three reports are carried from each market daily: the early estimates of the receipts, the midmorning report, and the summary.[1/]

Weekly Cattle Market Summary Issued by the Association

In order to get as great an amount of consistency as possible in the information on marketings at Montana livestock auctions, the Association has developed a standard reporting form. This may be sent out to the press and radio. In 1955 all members of the Association sent in to the secretary a weekly report. From the individual reports, a weekly cattle market summary is published and distributed by the Montana Livestock Markets Association. A sample of the report is shown in Appendix H. Each week the markets belonging to the Association will send in a report on their market giving the date of sale, number of animals sold, prices received for each class and remarks and announcements if they have any. This report is then put on a large sheet with the markets in columns side by side as shown in Appendix F. Each market can then be compared with the other markets. The report is then sent out to about 200 groups of persons from the Association office which is at Billings. Any interested person may be put on the mailing list by request.

This report has been used for less than two years and is a great step toward improving market news information. The Association is issuing this report as a voluntary contribution to fill in for the industry market

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1/ Thomas M. Stubblefield, Market News Sources for Arizona Cattle Producers, Ariz. Agri. Exp. Sta., Tucson, Arizona, Report 125, December 1955.

information on auctions. It is prepared by the auction operator from whatever procedure he thinks best. Usually this information as reported is his own estimate of prices by grades derived from his presence and participation in the marketing of livestock at the auction. However, it could be improved upon by reporting the number of animals sold in each class. As the report is now made, there is no reporting of the number of animals in each class. It only reports the total number of cattle, sheep and hogs. Except from the remarks made by each auction there is no indication of the supply and demand for each class of animals. In some instances two or three lots of one class or many lots may be all that is sold during a given week at a given market. The demand may be high or low which will be indicated in the price reported for that class of animals. If there is only a few lots in a particular class, the price may be high but if there are many lots, the price may be low. In other words, the price will be affected somewhat by the quantity of animals available for purchase in each grade. To exactly what extent this is true has not been determined at this time.

It has been suggested that possibly a more detailed report could be given on two or three of the markets in Montana which would give a better picture of the market conditions for several areas of the state. Perhaps a more detailed report from the western, central and eastern parts of Montana would be adequate in determining the market conditions and also give a basis for predicting what the conditions will be for the next week or month.

It would be necessary to employ a trained and qualified man to do this reporting which again may not be as easy as first thought to be.

PART IV

THE EFFECT OF COMPETITIVE ELEMENTS AT AUCTION SALES UPON MARKET REPORTING

Attendance

There are many special features concerning sale by the auction method that have an important bearing upon the economic adequacy of this method of sale as well as upon the difficulty of reporting marketing information from such sales. The element of open and public competition for the sale and purchase of livestock is one of the major attractions of this marketing channel. However, this very element of open competition complicates the job of reporting.

Information on volumes and prices can't be adequately secured by contacting privately individual buyers and sellers or their agents as at the terminal markets. At terminals, most selling is done through highly specialized commission firms. The employees of these firms are able to provide a market news reporter reliable price information on the sales they have hendled. The problem of grading is also simplified by the common procedure of selling in larger lots. Likewise, most of the buying at terminals is done by a relatively few people. The bulk of slaughter animals are ordinarily bought by a small number of packer buyers. Stocker-feeder animals are usually bought through highly spcialized order buyers who buy on order for individual ranchers and farmers. On a major market such as Omaha, for example, most of the sales are ordinarily made within a span of an hour or two after the market opens.

The auction method of sale doesn't provide for such concentration of buying and selling activity. The number of buyers and sellers is much larger as a percentage of animals bought and sold. Also, the buyers and sellers are not the same from week to week as at the terminals. Some buyers attend each week, but there is also a large number of buyers who buy only intermittently throughout the year. As Montana auctions handle stocker-feeder cattle primarily, this problem is intensified compared to a market that sold primarily cattle out of feedlots. An individual rancher or feeder ordinarily concentrates his buying of stocker-feeders into one or two purchases. On the day Feeder Smith from Iowa buys his feeder calves at Miles City, for example, Smith may be a very important buyer. But he probably buys on only one day out of the year. He's here today, gone tomorrow. This greatly complicates the market reporting problem as the reporter is not able to contact a regular clientele for price information.

Estimates on buyers, sellers and spectators in attendance at sales was secured from the auction operators. The information is summarized in the following section.

Buyer Attendance at Auction Sales

The attendance at livestock auction sales exemplifies the fact that auction markets are very popular as a place to buy livestock. Table VI shows the average attendance of buyers at the auction salesyards in Montana as estimated by the auction operators.

TABLE VI. BUYER ATTENDANCE AT AUCTION SALES.

Type of Buyer	Average Attendance		Range	
	Fall	Rest of Year	Fall	Rest of Year
Local Farmers & Ranchers	92	42	10-500	10-200
Order Buyers	12	7	6-20	4-10
Packers	7	5	4-10	4-7
Dealers	7	5	0-20	0-8

The attendance of buyers was broken down into two periods of the year, one being the fall of the year and the other the rest of the year. This was done because of the heavy movement of cattle to the market in the fall. It was presumed that there would be more buyers present at that time. The figures on Table VI bear this out. An attempt was made to break the buyers down into four categories which are local farmers and ranchers, order buyers, packers, and dealers. The range of buyers at the markets is also shown in Table VII. There is a great variation at the various markets in the number of buyers present.

In addition to the buyer present at the auction on sales day, there is also a large number of people present, primarily farmers and ranchers who come not to buy, but to observe. Sales day is almost a social function as well as a market operation, especially at the smaller auctions. Friends and neighbors find this a good place to meet their friends and neighbors as well as observe the marketing process.

Consignor Attendance at Auction Sales

Figures were also obtained on the number of consignors selling through the livestock auction sales. These were also broken down into the fall and the rest of the year. Table VII shows the breakdown of the average consignors at auction sales in Montana.

TABLE VII. CONSIGNOR ATTENDANCE AT AUCTION SALES.

Consignor	Average Attendance		Range	
	Fall	Rest of Year	Fall	Rest of Year
Local Farmer and Rancher	121	61	35-500	15-160
Feeder	73	23	20-250	5-50
Dealers	7	5	0-15	0-10

There is undoubtedly some overlapping between local farmers and ranchers and livestock feeders. Many of the feeders are also farmers or ranchers. Nevertheless, they have been segregated for the purposes of this study. Two of the markets reported that they did not have any dealers at their market. Livestock dealers were not welcome to participate at their sales.

The range in the number of consignors at the various markets shows a wide variation. This is also shown in Table VII. The difference in size of the individual markets accounts for this variation.

Average Total Attendance at Each Sale

The average attendance at each sale including buyers, consignors and spectators, averaged 230. The range for the different salesyards

varied from 150 to 500. This shows that there is a wide interest in watching the animals being sold. These figures vary according to season of the year, weather, volume of cattle to be sold, etc. Many of the people in attendance at an auction do no buying or selling but are there merely as observors. Even though these people come primarily as spectators, each one is a potential buyer.

Competition at Auction Sales

One of the main selling points of an auction market is that it is a competitive market. The quality of a good competitive auction market can be measured somewhat by the equality in knowledge of market forces by the buyer and also the seller. The economic definition of a perfect market in essence is one in which both the buyers and sellers have complete information as to supply and demand factors. If one has a more thorough knowledge than the other, he will have a comparative advantage. The buyers usually have a somewhat better knowledge of quality and prices for they are working with livestock every day and have the opportunity to check themselves from time to time. To offset this inequality auctions attempt to equalize the lack of competitive power of the seller by the strength of the auction, the knowledge of its auctioneer, manager, etc. When the sale starts it is one seller dealing with several buyers. The seller is the auction market. The auction serves as median between the owner of the stock and the buyer and must satisfy both to maintain business.

Number of Buyers Bidding on Lots

The degree of competition among buyers at livestock auction sales can be readily seen on Table VIII. In this particular phase of the study four markets were used as a sample. They are: Billings, Bozeman, Butte and Missoula auction markets. The number of buyers bidding on each lot was observed at 24 sales and 6,020 lots of animals.

TABLE VIII. NUMBER OF BUYERS BIDDING ON EACH LOT.

Number of Bidders	Lots	Percent
1	649	11
2	2,232	37
3	2,386	39
4	647	11
5 and over	106	2
Total	6,020	100

As can be seen from Table VIII most of the lots only have two or three bidders. Even if there are over three, it usually narrows down to about two after the bidding progresses. The number of lots that only have one bid shows that the initial bid is usually considered final and in a case where the auctioneer, manager or ringman makes the initial bid, they are sometimes stuck with the lot regardless of whether they want the animals if the auction has the policy of making its bid a firm bid; i.e. it will purchase at that price. Other auctions make it a matter of

policy not to buy at its initial bid. If no others enter the auction, the initial bid is lowered until other buyers enter.

Number of Bids on Each Lot

At the same sales as were studied for number of bidders on each lot, the number of bids on each lot was observed. The number of bids on each lot is shown in Table IX.

TABLE IX. NUMBER OF BIDS ON EACH LOT.

Number of Bids	Number of Lots	Percent
1-5	1,806	30
6-10	2,408	40
11-15	1,264	21
16-20	421	7
21 and over	121	2

Table IX shows that on some lots of animals the bidding was very active. This is due partly as a result of the initial bid being set too low. If the inititial bid was set high enough the number of bids on each lot would be lower. The initial bid is sometimes set quite low to get active bidding. Of course, here again the bidding usually becomes a contest between just a couple of bidders. The initial bid is set usually no more than about $2-$3 below the expected final bid in order to save time in working up to the final bid.

Who Makes the Initial Bid

The initial bid on lots of animals is made in several different ways at Montana livestock auction sales. Four auction markets reported

that one of the ringmen made the initial bid; two auction markets reported that the manager made the initial bid; two reported that the auctioneer or one of the ringmen made the initial bid; one reported that the auctioneer made the bid; and one reported that either the manager or the auctioneer made the initial bid. This brings up the question of whether one bid is considered a sale.

Is One Bid Considered a Sale?

All but one auction market reported that one bid on any lot of animals is considered a sale. If this is so, it can easily be seen that the management quite often gets stuck with lots of animals that they don't particularly want. From the auctions studied, eight reported that they often get stuck with the opening bid, one reported very seldom, and one reported never for they did not make a firm bid. In other words, if the management made the initial bid and could not get another bid, they would back the initial bid down to where it was appealing enough to get active bidding. In come cases the price for that lot would then exceed the original initial bid.

Seven of the auction markets reported that they did not back down on the initial bid unless the animal was found to be crippled or sick after the bidding had started. Two reported that they quite often backed down and one reported that they very seldom backed down on a bid.

Buying Activities of Auction Operators

Livestock auction markets have been quite severely criticized for participating in buying and selling at their own acution. If they consider one bid as a sale and made the initial bid themselves, it can easily be seen why they are forced to participate in their own auction as a buyer. In fact, all auctions reported that they sometimes buy animals in an effort to keep prices in line. They not only have to satisfy the buyers, but also the consignors.

None of the auctions reported that they did any buying in the country to keep the volume up and the buyers satisfied. They did not guarantee the buyer any certain number of animals before he came to the sale. One auction operator reported that he would call some of his buyers if he knew he had a large lot of animals coming in that he thought the buyers would be interested in. However, he did not guarantee any price to the buyer.

Difficulties Involved with Reporting

One of the difficulties of reporting auction sales is the size of lots. The size of lots was observed at 24 sales at four different markets. The markets used were Billings, Bozeman, Butte, and Missoula. There were 6,204 lots observed and a total of 12,845 animals moved through the ring. The average size of the lots for all markets was 2.07. The range was 1.52-2.73. The dates were September 23 to December 7, 1954. The size of the lots is shown in Table X.

TABLE X. SIZE OF LOTS.

Number of Animals Per Lot Sold	Number of Lots	Percent
1	4,568	73.5
2-5	1,194	19.2
6-10	250	4.0
11-20	113	1.8
21-30	59	1.0
31 and over	30	.5
Total	6,214	100.0

PART V

CRITERIA NECESSARY FOR ADEQUATE AND EFFECTIVE NEWS REPORTING FROM AUCTIONS

There are several desirable characteristics of effective market information that would aid individuals like Mr. X in making his marketing decisions. Market information to be of maximum value to Mr. X must provide a guide, giving him specific information to use in estimating the current market price or value of his animals. He must also have forecast information as to future prices at specific markets and alternative market outlets so that comparisons may be computed.

To effectively get timely information the question has been raised as to who would do the reporting from the individual livestock auction markets. It has been suggested that possibly a reporter could be obtained to report prices at each auction sale. In order for a reporter to do an efficient job, he must know livestock and be able to make reasonably accurate estimates of grades, weights and slaughter yields to report prices properly.

It would seem that a man hired to report such prices and market relationships would be very difficult to find. Most of the markets only sell on one day during the week with the exception of the seasons of large volume -- the fall. With the markets dispersed over such a wide area in Montana, it would be possible for the reporter to report at three markets at the most and this would mean being on the road most of the week. It would undoubtedly be difficult to obtain one qualified man who

would be willing to do this and seven or eight would be necessary in Montana. The advisability of employing a part-time man would also have many disadvantages. It would be necessary for the reporter to have full information on everything that went through the ring and in many cases this would mean a long work day for the reporter. He would have to sit through the entire sale and record prices and grades on all classes of animals.

A constant exchange of information between markets is also necessary to permit a better understanding of existing conditions and to provide some basis for predicting future marketings, demand and price changes.

Another alternative that has been suggested is the possibility of getting a detailed report on three or four of the auction markets in Montana and using them as a basis for reporting market news and price information from this whole channel of marketing in the state. From studying the weekly cattle market summary of the Livestock Markets Association (Appendix F), the prices seem to be fairly consistent between auctions, although some markets are consistently better for some types of animals. These markets selected could be representative of that particular area and may not apply in another section of the state. There is a possibility that the auction operators could do their own reporting. At the present time, most auction operators do some reporting other than sending in the weekly summary, but as it now exists, there are many problems involved. First, you have the problem of standardization. In order for reporting to be effective, it has to be standardized to the extent that it can be comparable with other markets. Many auction operators have

their own terms and expressions for describing the different classes of animals. Their market grade and class breakdown varies between markets. Second, is the question concerning the willingness of the auction operators to report timely information. Most of them have their hands full now and it would require hiring another man to do the job of reporting or relieve the operator of his other duties so he could do the reporting. Third, are the auction operators qualified or could they obtain a qualified man? To set up an auction in Montana, it only takes the necessary capital and the approval of the Montana Livestock Commission. It is questionable that the operators in Montana could qualify as efficient market reporters at the present time.

When the question of who is going to do the reporting is settled, the question arises as to who is going to finance the project. Will it be the auction markets, local sponsors, stockgrowers, Montana Extension Service, or the Agricultural Marketing Service? The auction markets don't seem to be in favor of financing the program. Some of the radio programs are already financed by local sponsors. The Stockgrowers Association doesn't seem to be too interested in doing the job. The Montana Extension Service prepares some outlook information on economics conditions and expected trends. The Agricultural Marketing Service does nothing in relation to auction markets in Montana except report the Billings auction in conjunction with the Billings Public Yard. However, various auction markets in other sections of the nation are being reported by the Agricultural Marketing Service, and this would not be an entirely

new operation for them. It would appear that something could be worked out between these different interested groups for reporting this major marketing outlet as they are all directly or indirectly affected.

Once a sponsor was obtained, something else would have to be decided upon. How would the information be disseminated: From the study on dissemination of market information now used, it would seem that by radio or newspaper would give the largest coverage. Another possibility would be television programs. Television covers the majority of Montana and is expanding its coverage. Possibly pictures on television of the different classes and grades of livestock as they are being sold would be of some value. This could easily be financed by a local sponsor or the station could classify it as public service which they are required to have a certain amount of anyway. From the television program, producers would be able to see the visual characteristics of different classes and grades of livestock and compare with the classes and grades of their own livestock.

Something the Extension Service could do to aid the producer would be to sponsor livestock market grading schools. They could help the producer help himslef by familiarizing him with the characteristics of the different grades of livestock. The Extension Service has a staff of qualified men to put on market grading schoolsbut very few counties have had them. The counties that have had them reported that they were very educational and successful as far as attendance is concerned.

The report must be a full market summary giving the volumes, supply and demand, weather conditions, feed and pasture conditions, prices, etc.

It must be timely and up to date at all times. The transmission must be speeded up considerably in relation to what it is now. It must be comparable with other markets, not only auction markets but also other marketing outlets. At the present time, very little information is available on country sales. The report must be related to local prices, giving the highs, lows, averages, and some indication of shrinkage and fill. Shrinkage and fill have a definite bearing on prices received on the various grades of animals.

APPENDIX

APPENDIX A. CHARGE CLASSIFICATION OF CATTLE[a/]

Cattle	B. L. C.	Bozeman	Butte[b/]	Glasgow	Glendive[c/]
(1) Cows, (ordinary), steers, heifers, others not specified, all 400# and over	$ 2.48[d/]	$ 2.98	$ 2.85	$ ---	$ 2.75
(2) Cows, (ordinary), steers, heifers, others not specified, all 500# and over	---	---	---	3.60	---
(3) Calves, 399# and under to $30/head	---	2.50	2.25	2.50	1.75
(4) Calves, 400#-499#	---	---	---	3.00	---
(5) Calves sold for $30 and under	1.25	1.50	1.50	1.50	1.25
(6) Bulls, (ordinary), 599# and under	---	3.25	2.85	---	---
(7) Bulls, (ordinary), 799# and under	---	---	---	---	2.75
(8) Bulls, (ordinary)	---	---	---	5.00	---
(9) Bulls, (slaughter), 600# and under	3.08	---	---	---	---
(10) Bulls, (ordinary), 600# and over	---	4.50	2.85	---	---
(11) Bulls, (ordinary), 800# and over	---	---	---	---	3.75
(12) Dairy cows	---	6.50	2.85	10.00	5.00
(13) Purebred bulls for breeding	15.58	11.50	10.00	15.00	10.00
(14) Purebred females for breeding	15.58	11.50	10.00	15.00	10.00
(15) Purebred cow with calf	15.58	14.00	10.00	16.00	10.00
(16) Ordinary cow with calf	---	---	---	5.10	---

a/ The auction companies operate a stockyard duly posted under the Packers and Stockyards Act, as amended. They are registered as a market agency under the act to sell livestock on a commission basis and furnish the stockyard services. By their services as rendered, at just, reasonable and nondiscriminatory rates set forth above, they maintain a public market for livestock. The all-inclusive charge for services includes one day's feed and yardage, and actual sale at auction for each animal consigned. No data for Billings Public Stockyards, Hamilton Auction and Shelby Auction.

b/ All cattle sold in carload lots shall be sold for not more than $70 per car. Maximum weight of 22,000# shall constitute a carload.

c/ Feeder cattle consigned for sale in sorted carload lots under special feeder cattle sale consignment contracts will be sold as such: (a) 399# under (35 or over, single lot) $1.25 per head; (b) 400# to 500# (25 or over, single lot) $1.75 per head; (c) 600# and over (25 or over, single lot) $2.50 per head.

d/ Disregards maximum weight.

APPENDIX A (Continued). CHARGE CLASSIFICATION OF CATTLE[a]

Cattle	Great Falls[b]	Havre	Lewistown[c]	Miles City	Missoula	Sidney
(1) Cows, (ordinary), steers, heifers, others not specified, all 400# and over	$ 2.85	$ 3.25	$ 3.25	$2.80	$ 2.70	$ 2.75
(2) Cows, (ordinary), steers, heifers, others not specified, all 500# and over	---	---	---	---	---	---
(3) Calves, 399# and under to $30/head	1.85	3.00	2.30	2.05	1.70	2.00
(4) Calves, 400#-499#	---	---	---	---	---	---
(5) Calves sold for $30 and under	1.35	1.50	1.50	1.25	1.50	2.00
(6) Bulls, (ordinary), 599# and under	---	5.00	3.25	---	3.10	2.95
(7) Bulls, (ordinary), 799# and under	1.85	---	---	2.80	---	---
(8) Bulls, (ordinary)	---	---	---	---	---	---
(9) Bulls, (slaughter), 600# and under	---	---	---	---	---	---
(10) Bulls, (ordinary), 600# and over	---	6.00	4.40	---	4.00	3.70
(11) Bulls, (ordinary), 800# and over	3.70	---	---	3.50	---	---
(12) Dairy cows	5.10	6.50	5.00	4.50	6.50	5.00
(13) Purebred bulls for breeding	10.10	10.00[d]	10.00	10.50	11.50	10.00
(14) Purebred females for breeding	10.10	10.00	10.00	10.50	9.50	10.00
(15) Purebred cow with calf	12.10	10.00	12.00	---	11.50	12.00
(16) Ordinary cow with calf	---	---	---	---	---	---

[a] See footnote on previous page.

[b] Feeder cattle consigned for sale in sorted carload lots under special feeder cattle sale consignment contracts will be sold as such: in carload lots, (a) 399# and under, $1.60 per head; (b) 400# and over, $2.85 per head.

[c] Feeder cattle consigned for sale in sorted carload lots under special feeder cattle sale consignment contracts will be sold as such: (a) 399# and under, $1.60 per head; (b) 400# and over, $2.30 per head.

[d] Purebred bulls for breeding sold at special sale $15.00 per head.

APPENDIX B. CHARGE CLASSIFICATION OF SHEEP AND HOGS

Sheep	B. L. C.	Bozeman	Butte	Glasgow	Glendive[a]
(1) Market ewes and lambs	$ .50	$ .50	$ .50	$ .50	$ .60
(2) Breeding ewes	.50	.55	.50	1.00	.75
(3) Ewes with lambs at side	.60	.65	.50	1.25	.75
(4) Bucks ordinary	.70	.70	.60	1.00	1.00
(5) Purebred, registered, all types	1.00	1.00	.60	2.50	1.00

Hogs	B. L. C.[b]	Bozeman[b]	Butte[b]	Glasgow[b]	Glendive[b]
(1) Market hogs all types	$ ---	$ ---	$ .50	$ ---	$ ---
(2) Market hogs	.65	.65	---	---	.50
(3) Sow and litter sold as a unit	1.00	1.00	---	---	1.00
(4) Pigs under 75#	.25	.50	---	---	.50
(5) Boars	1.00	1.00	---	---	.50
(6) Market hogs 250# or less	---	---	---	.50	---
(7) Market hogs 250# and over including	---	---	---	1.00	---
sows, boars and stags	---	---	---	---	---

[a] Less consigned sorted carloads of feeder and fat lambs $.50 per head.

[b] If disinfecting of pens for hogs is required to meet sanitary regulations, an additional charge of $.20 per head shall be made.

APPENDIX B (Continued). CHARGE CLASSIFICATION OF SHEEP AND HOGS

Sheep	Great Falls[a]	Havre	Lewistown[b]	Miles City	Missoula	Sidney[c]
(1) Market ewes and lambs	$ .50	$ .75	$ .50	$ .50	$ .50	$ .50
(2) Breeding ewes	.50	.75	.50	.50	.50	.50
(3) Ewes with lambs at side	.60	.90	.60	.60	.60	.60
(4) Bucks ordinary	.60	.90	.60	.70	.75	.60
(5) Purebred, registered, all types	1.00	2.50	1.00	1.00	1.00	2.00

Hogs	Great Falls[d]	Havre[d]	Lewistown[d]	Miles City[d]	Missoula[d]	Sidney[d]
(1) Market hogs all types	$ ---	$ ---	$ ---	$ ---	$ ---	$ ---
(2) Market hogs	.30	.65	.50	.35	.50	.50
(3) Sow and litter sold as a unit	.75	1.00	1.00	1.00	1.00	1.00
(4) Pigs under 75#	.25	.50	.35	.25	.40	.25
(5) Boars	.75	1.00	1.00	1.00	1.00	1.00
(6) Market hogs 250# or less	---	---	---	---	---	---
(7) Market hogs 250# and over including sows, boars and stags	---	---	---	---	---	---

[a] Feeder and fat lambs in carloads $.25 per head.

[b] Carloads of feeder lambs $.35 per head; carloads of fat lambs $.40 per head.

[c] Less consigned carloads.

[d] If disinfecting of pens for hogs is required to meet sanitary regulations, an additional charge of $.20 per head shall be made.

APPENDIX C. FEED CHARGES PER HEAD PER DAY

	B. L. C.	Bozeman	Butte	Glasgow	Glendive
Cattle 400# and over	$ ---	$ .65	$ .70	$ .50	$ .50
Cattle 399# and under	---	.50	.60	.40	.25
Bulls, ordinary 599# and under	---	.65	.70	---	---
Bulls, ordinary 600# and over	---	.80	.70	---	---
Bulls, purebred	.65	1.00	.70	1.00	.75
Females, purebred	.65	1.00	.70	1.00	.75
Dairy cows	.65	.75	.70	.75	.50
Horses and mules	.65	.75	.85	.60	.70
Sheep	.10	.10	.15	.15	.15
Hogs	.10	.10	---	---	.15
Bulls, ordinary, 799# and under	---	---	---	---	.50
Bulls, ordinary, 800# and over	---	---	---	---	.75
Bulls, ordinary	.65	---	---	.75	---
Cattle, 450# and over	.65	---	---	---	---
Cattle, 449# and under	.45	---	---	---	---
Feed charges[a]	---	---	---	---	---
Hay per cwt.	3.00	2.50	2.75	2.50	2.00
Straw per cwt.	2.00	2.00	1.00	2.00	1.50

[a] Hay and straw, when ordered by buyers and outside shippers, will be charges these amounts. All charge $.25 per bale for spreading in car or pen with the exception of one that charged $.15 per bale (Butte).

APPENDIX C (Continued). FEED CHARGES PER HEAD PER DAY

	Great Falls	Havre	Lewis-town	Miles City	Mis-soula	Sidney
Cattle 400# and over	$ .60	$ .60	$ .50	$ .60	$ .60	$ .40
Cattle 399# and under	.35	.45	.35	.35	.45	.25
Bulls, ordinary 599# and under	---	.60	.50	---	.60	.40
Bulls, ordinary 600# and over	---	.75	.60	---	.75	.40
Bulls, purebred	.70	1.00	.60	1.00	1.00	.50
Females, purebred	.70	1.00	.60	1.00	1.00	.50
Dairy cows	.60	.75	.50	.75	.75	.50
Horses and mules	.60	.60	.50	.70	.70	.50
Sheep	.20	.15	.10	.10	.15	.10
Hogs	---	.15	---	---	.15	.10
Bulls, ordinary, 799# and under	.60	---	---	.70	---	---
Bulls, ordinary, 800# and over	.70	---	---	.85	---	---
Bulls, ordinary	---	---	---	---	---	---
Cattle, 450# and over	---	---	---	---	---	---
Cattle, 449# and under	---	---	---	---	---	---
Feed charges[a]	---	---	---	---	---	---
Hay per cwt.	2.60	2.50	2.50	3.00	2.50	2.00
Straw per cwt.	1.50	2.00	1.50	2.00	2.00	1.50

[a] Hay and straw, when ordered by buyers and outside shippers, will be charged these amounts. All charge $.25 per bale for spreading in car or pen with the exception of one that charged $.15 per bale (Butte).

APPENDIX D. SPECIAL STOCKYARD SERVICES

	B.L.C.	Bozeman	Butte	Glasgow	Glendive
Branding per head					
All supplies and facilities, exceptions, up to 20 head, will be supplied by the company	$ .50	$ .35	$ .40	$ ---	$ ---
Over 20 head	.25	.25	.40	---	---
All supplies and facilities except irons supplied by company	---	---	---	.50	.35
Chute charge					
7 head or less	---	---	---	---	---
8 head or more	---	---	---	---	---
Dehorning per head					
All supplies and facilities needed up to 20 head will be supplied by the company at	.50	.35	.40	---	---
Over 20 head	.35	.25	.40	---	---
All supplies and facilities needed will be supplied by the company at	---	---	---	.50	---
499# and under	---	---	---	---	.50
500# and over	---	---	---	---	1.00
Vaccinations					
All facilities, only will be supplied by the company at	.35	.25	.25	.35	.25
Testing					
All facilities only will be supplied by the company at	.35	.25	.25	.35	.25
Tying of bulls per head	---	---	---	3.50	---
Partitioning of car	---	---	---	10.00	---
Papering one side of car	---	---	---	10.00	---

APPENDIX D (Continued). SPECIAL STOCKYARD SERVICES

	Great Falls	Havre	Lewis-town	Miles City	Mis-soula	Sidney
Branding per head						
All supplies and facilities, exceptions, up to 20 head, will be supplied by the company	$ ---	$ .50	$ .50	$ ---	$ .50	$ ---
Over 20 head	---	.25	.35	---	.40	.50
All supplies and facilities except irons supplied by company	---	---	---	.35	---	.35
Chute charge	.15	---	---	---	---	---
7 head or less	.50	---	---	---	---	---
8 head or more	.35	---	---	---	---	---
Dehorning per head						
All supplies and facilities needed up to 20 head will be supplied by the company at	---	.50	.35	---	.50	.35
Over 20 head	---	.25	.25	---	.40	.25
All supplies and facilities needed will be supplied by the company at	.50	---	---	.35	---	---
499# and under	---	---	---	---	---	---
500# and over	---	---	---	---	---	---
Vaccinations						
All facilities, only will be supplied by the company at	.25	.35	.35	.35	.35	.25
Testing						
All facilities only will be supplied by the company at	.25	.35	.35	.25	.35	.25
Tying of bulls per head	---	---	---	---	---	---
Partitioning of car	---	---	---	---	---	---
Papering one side of car	---	---	---	---	---	---

APPENDIX E

Livestock Market Regulations[1/]

1. Each licensed market shall be enclosed by a suitable fence to securely hold livestock, and shall include a sufficient number of properly constructed pens with gates and locks sufficient to segregate and hold all livestock entered for sale in such manner as to preserve the identity of the consignment until inspection has been completed.

2. All livestock entering such a market enclosure for sale must be checked into the operator of the market at the time delivered for sale by the person delivering such livestock. A list of the livestock offered for sale must be furnished in triplicate showing the number, sex, and holding brand of all livestock offered for sale. Such a list must be filed by the seller or his agent, and one copy shall be furnished to the state stock inspector, one copy placed on the gate of the pen in which such livestock is placed for inspection, and one copy shall be retained by the commission company or market agency.

3. All livestock entered into a licensed market shall be locked in pens assigned to individual sellers, and shall be kept separate from all other livestock until inspected by the state stock inspector and released for sale. Livestock which has not been inspected cannot be placed in pens containing stock which has already been inspected without authority from the state stock inspector.

   When livestock are yarded after sale is shall be the duty of the market operator to furnish the brand inspector with the pen number and the purchaser. Release for removal from market areas shall show the number of head and owner. If owner is other than original purchaser, transfer shall be shown.

4. Livestock accepted by a livestock market for feed only and which is not to be offered for sale, shall not be unloaded or held within the market area provided for handling of livestock to be offered for sale.

5. No cattle or horses delivered to a livestock market for sale shall be sold until inspected by the stock inspector, and no

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1/ Montana Livestock Commission, Helena, Montana.

cattle or horses may be removed from premises of livestock market until clearance has been issued by the stock inspector.

6. The operator of a licensed market or market agency must furnish necessary help to assist stock inspectors in handling livestock to be inspected for brands prior to sale or removal from market area. Keys to all pen locks are the property of the market operator and as such should be handled only by their employees.

7. Payment of the proceeds of horses and cattle sold must be made on the instruction of the stock inspector.

8. Cattle sold for individual owners or for the Livestock Commission must be weighed according to brands as shown by stock inspector's tally.

9. No deductions may be made for pasture or gathering charges on estrays or for any other service other than the regular market charges without the authority of the stock inspector.

10. Operators of livestock markets must keep a complete record of all horses and cattle sold, including a description of the animal, brand or brands carried, name of person selling or offering for sale, date of sale, and the name of the person to whom sold.

11. Proceeds from the sale of cattle or horses ordered paid to the Montana Livestock Commission may be held by the market agency not longer than 30 days in cases where title to such stock is not clear at time of sale.

Stock Inspectors in Montana

There are approximately 350 local inspectors in counties throughout Montana. Ten of these are district inspectors who cover several counties. These inspectors are paid on a fee basis as described in the Appendix -- for stock that they inspect. Also there are about 50 salaried inspectors who are employed by the Montana Livestock Commission. County inspectors were mainly set up for the control and prevention of transporting diseased animals from one county to another.

APPENDIX F

Regulation Governing Sanitary Conditions of Public Saleyards and the Handling and Sale of Diseases or Condemned Animals Exposed to Disease Through Public Saleyards[1/]

In order to provide an additional safeguard in the prevention of the spread of livestock diseases, it is ordered that:

Section 1, paragraph 1. All public saleyards in the State of Montana where animals are collected for sale or offered for sale, shall provide a suitable quarantine pen or pens located in a portion of the yards approved by a representative of the Montana Livestock Sanitary Board, in which diseased animals immediately shall be placed.

Paragraph 2. The tope rail of the gate of each such pen shall be painted with a solid yellow color and have painted upon this top rail of the gate the words "QUARANTINE PEN" in black letters at least six inches in height.

Paragraph 3. Each such quarantine pen shall not be used for any purpose other than to hold diseased or suspected diseased animals, and no animal shall be released from such quarantine pen unless upon permission from a representative of the Montana Livestock Sanitary Board.

Section 2, paragraph 1. All reactors of the blood test for bovine brucellosis (Bang's disease) or reactors to the tuberculin test for tuberculosis or animals found diseased or condemned by the Montana Livestock Sanitary Board or the Bureau of Animal Industry, United States Department of Agriculture, and shipped through a public saleyard, shall

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1/ Montana Livestock Sanitary Board, Helena, Montana, Regulation 36, amended as of February 9, 1953.

be placed in a quarantine pen and shall not be sold through or run through the sales ring where nondiseased animals are sold until after all such nondiseased animals, offered for sale each day first have been sold.

Paragraph 2. Condemned or diseased animals shall not be sold or offered for sale excepting for immediate slaughter under official supervision by a duly appointed federal, state or municipal meat inspector, and shall not be removed from the saleyards unless upon written permit by an agent of the Montana Livestock Sanitary Board.

Paragraph 3. Condemned or diseased animals for which indemnity is to be paid shall be handled and sold in such a manner as not to invalidate the owner's claim for indemnity. (Federal and state laws and regulations provide that such animals shall be slaughtered within 15 days, unless a written extension of time is granted, of date of condemnation, and shall be slaughtered under official supervision.)

Paragraph 4. Condemned or diseased animals shall not be diverted enroute but shall be shipped direct for immediate slaughter to the consignee designated on the Livestock Sanitary Board representative's written shipping release.

Paragraph 5. After the completion of each day's sale the sales ring and entering and exit alleys shall be thoroughly cleaned. If considered necessary by a representative of the Montana Livestock Sanitary Board, they also shall be disinfected.

Section 3, paragraph 1. All public saleyards in the State of Montana shall provide sufficient assistance and adequate chutes in order that a

thorough inspection may be made of diseased and exposed animals by a Montana Livestock Sanitary Board representative.

Paragraph 2. Adequate sanitary facilities shall be provided for the inspecting, dipping, or spraying of swine. Such facilities shall include concrete flooring or other acceptable impervious material, together with chutes and pens for holding and segregating swine to be examined or vaccinated and an acceptable dipping vat or spraying machine.

Paragraph 3. Adequate facilities shall be provided for the handling, dipping, or treating of diseased or exposed animals when handling, dipping or treatment is required by the Montana Livestock Sanitary Board. Proper chutes and a squeeze gate and sufficient help so that animals may be properly and thoroughly examined, treated, and segregated, shall be provided.

Paragraph 4. Office room or adequate facilities for the veterinarian to make out necessary charts and reports and keep necessary equipment and materials be provided by each livestock saleyard granted a license.

Section 4, paragraph 1. All the public saleyards shall be kept in a clean and sanitary manner so as not to become a public nuisance and shall be kept in a clean and orderly manner to reasonably prevent the breeding of flies or other insects. They shall be adequately drained and concrete floored or graveled where necessary to prevent mud holes or unsanitary conditions.

Paragraph 2. Properly constructed loading and unloading chutes and holding pens shall be provided for the humane, sanitary and efficient handling of livestock.

Paragraph 3. All alleys and all loading and unloading pens shall be adequately drained and covered with concrete or other acceptable impervious material not later than October 1, 1947.

Paragraph 4. All holding pens shall be adequately drained and covered either with concrete or other acceptable impervious material or graveled in such a manner as to avoid mud holes. If gravel is inadequate to prevent mud holes, then the holding pens shall be covered with concrete or other acceptable impervious material.

Paragraph 5. Holding pens and any areas of the yard that become muddy or that are considered deleterious to animal health shall be ordered closed by the veterinary inspector and the livestock saleyard company shall not use such pens or areas until the defect has been removed and the pens released and approved by the veterinary inspector for holding livestock.

Paragraph 6. Saleyard owners or licensees will be required to concrete, cause to be concreted, or covered with an acceptable impervious material, at least one-third of the total area of the yard, not later than May 1, 1948 and one-half of the remaining area each succeeding year until the yards are completely concreted or covered with an acceptable impervious material.

Paragraph 7. Automatic float control or other acceptable control shall be provided for all water troughs or tanks to avoid over-running of water, creating mud holes and unsanitary conditions.

Paragraph 8. All public saleyards shall provide adequate facilities for washing and disinfecting conveyances used for transporting livestock.

Paragraph 9. NEW SALEYARDS: All new saleyards constructed after January 1, 1950, in addition to complying with the provisions of Regulation 36 will be required to have the entire area of the yard concreted or covered with an acceptable impervious material before a license is granted, with the exception of overflow pens which may be used during the peak season and which shall not constitute in excess of ten percent (10%) of the entire area of the yard.

Section 5, paragraph 1. In emergencies, upon application in writing from a saleyard owner or licensee, the Livestock Sanitary Board may, at its discretion, grant an extension of time for compliance.

Section 6, paragraph 1. When a pen, alley or section of a yard becomes filthy or in an untenable condition it shall be placarded by representatives of the Livestock Sanitary Board; and that the use of such pens, alley or section of yard be discontinued until it has been put in a satisfactory sanitary and physical condition and the placard removed by a representative of the Livestock Sanitary Board. The placard shall read: "CLOSED. This pen unfit for yarding livestock. By order of the Montana Livestock Sanitary Board."

APPENDIX G

1953 Session Laws

Inspection of Livestock Before Removal From County

1. Except as in this act otherwise provided, it shall be unlawful to remove or cause to be removed from any county in this state any cow, ox, bull, stag, calf, steer, heifer, horse, mule, mare, colt, foal or filly, by means of any railroad car, motor vehicle, trailer, horse-drawn vehicle, boat or in any manner whatsoever unless such animal shall have been inspected for brands by a state stock inspector or deputy state inspector and certificate of such inspection shall have been inspected for the purpose of such transportation or removal as in this act provided. Such inspection must be made in daylight.

2. It shall be unlawful to sell or offer for sale at a livestock market any cow, ox, bull, stag, calf, steer, heifer, horse, mule, mare, colt, foal or filly originating within any county in the State of Montana in which a livestock market is maintained, or transported under a market consignment permit until such animal has been inspected for marks and brands by a state stock inspector, as in this act provided.

3. It shall be unlawful to remove or cause to be removed any cow, ox, bull, stag, calf, steer, heifer, horse, mule, mare, colt, foal or filly from the premises of any livestock market in this state unless such animal shall have been inspected for marks and brands by a state stock inspector and an inspection certificate for such animal shall have been

issued in connection with and for the purpose of such removal from the premises of such livestock market, as in this act provided.

4. The person in charge of any such cow, ox, bull, stag, calf, steer, heifer, mule, mare, colt, foal or filly being removed from any county in this state, where inspection thereof is required by this act of when moved under a market consignment permit shall have in his possession the certificate of inspection or market consignment permit issued in connection therewith, and shall exhibit the same to any sheriff, deputy sheriff, constable, highway patrolman, state stock inspector or deputy state stock inspector at the request of either of them and the provisions of 46-803 of the Revised Codes of Montana, 1947, shall be extended to livestock transported under the above mentioned permits.

5. In case of saddle, work or show horse or horses being transported from county to county within the state by the owner thereof for his personal use or business and where there is no change of ownership, the inspection certificate as required by this act, may be endorsed as to purpose and extent of transportation by the inspector issuing same in order to serve as a travel permit within the state for a period not to exceed one year for the horse or horses described thereon. Such permit becomes void upon any transfer of ownership or if such horse or horses are to be removed from the state. In such instances an inspection must be secured for removal and the endorsed certificate surrendered.

6. The provisions of section 1 of this act (this section) shall not apply,

a. to any cow, bull, calf, steer, heifer, horse, mule, mare, colt, foal or filly being transported through the state in interstate commerce without leaving the custody of the carrier;

b. to any cow, bull, ox, stag, calf, steer, heifer, horse, mule, mare, colt, foal or fillytransported by railroad consigned to and which, without leaving the custody of the carrier, does reach a market at which the livestock commission of the State of Montana regularly maintains a stock inspector, and for which animal a loading tally has been filed by the shipper with the carrier as provided in Section 3341 (46-1008) of the Revised Codes of Montana of 1935;

c. to any cow, ox, bull, stag, calf, steer, heifer, horse, mule, mare, colt, foal or filly when driven on the hoof and not moved by means of any motor vehicle, trailer, horse-drawn vehicle, railroad car or boat, by the owner from one county to the next adjoining county within the State of Montana on to land owned or controlled by the owner of livestock so moved for the purpose of pasturing, feeding or changing the range thereof;

d. to any cow, ox, bull, stag, calf, steer, heifer, horse, mule, mare, colt, foal or filly when driven on the hoof or moved by means of any motor vehicle, trailer, horse-drawn vehicle, railroad car or boat, by the owner from one county to the next adjoining county within the State of Montana on to land owned or controlled by the owner of livestock without leaving land owned or controlled by such owner when moved for the purpose of pasturing, feeding, or changing the range thereof;

e. to any such animal or animals when driven on the hoof from one county to an adjoining county within the state for the purpose of shipment by railroad or delivery to a licensed public market by any person who has been the owner of said animal or animals for a period of at least three months;

f. to any such animal or animals from one county to be consigned to, and which actually reach by means other than railroad a licensed livestock market located in another county of the state at which the livestock commission of the State of Montana regularly maintains a stock inspector, and for which a market consignment permit has been obtained in the manner provided by law.

Section 2. That Section 46-802 of the Revised Codes of Montana, 1947, be, and the same is hereby amended to read as follows:

Duties of State Stock Inspector and Deputy State Stock Inspectors

It shall be the duty of state stock inspectors and deputy state stock inspectors, upon the application of the owner of any such animal referred to in section 46-801, or the duly authorized agent of such owner, to inspect all such animals intended for removal or shipment as in this act provided, and to issue his certificates of inspection therefore, if it shall appear with reasonable certainty that the applicant is the owner of such animal or has the lawful right to the possession thereof.

"The inspection herein provided for shall include such examination of the animal and all marks and brands thereon as to identify the same. The certificate of inspection shall be made in triplicate and shall specify the date of inspection, the place of origin and place of destination of the shipment, the name and address of the owner of the animal or of the applicant for inspection, the class of the animal as specified in section 46-801, the marks and brands, if any, upon the animal, and such other information and upon such forms of certificate as the livestock commission may from time to time require. One copy of the certificate shall be retained by the inspector, one copy thereof shall be furnished by the inspector to the owner or shipper of the animal, and one shall be filed by the inspector with the secretary of the livestock commission at Helena, Montana, within five days.

"If it shall appear with reasonable certainty that the applicant is the owner of such animals or has the lawful right to the possession thereof, the state stock inspectors or deputy state stock inspectors, upon application of an owner or his agent of any such animal or animals to be consigned and delivered directly to a licensed livestock market located in another county of the state, shall issue to such person a separate market consignment permit for each owner when the owner, or owners, or their duly authorized agents sign such permit certifying the brands, description and destination of such animals. The market consignment permits shall be made in triplicate, shall specify the date and time issued, the place of origin and place of destination of the shipment, the name and address of the owner of the animal or animals and the name and address of the person actually transporting the animal or animals if different than the owner, the kind of animal or animals, the marks and brands, if any, upon the animal or animals, a description of the vehicle or vehicles to be used to transport such animal or animals to include the license number of such vehicle or vehicles and such other information and upon such form of permit as the livestock commission may from time to time require. Any such permit so issued shall be good for shipment within 36 hours from date and time of issue; provided, however, that permits not used within this time limitation must be returned to the issuing officer to be canceled and to release permittee from performance. One copy of such permit shall be retained by the inspector, one copy shall be filed by the inspector with the

secretary of the livestock commission at Helena, Montana within five days of the date of issue, and one copy shall be furnished by the inspector to the owner or shipper of the animal or animals which such copy of the permit shall accompany the shipment and be delivered to the state stock inspector at the livestock market where the animal or animals are delivered."

Section 3. That Section 46-804 of the Revised Codes at Montana, 1947, as amended by Section 1, Chapter 106 of the Session Laws of the 30th Legislative Assembly, be, and the same is, hereby amended to read as follows:

Fees for Inspection and Livestock Transportation Permit

a. For the service of inspection or for the issuance of market consignment permit herein provided for before removal from county, the inspector making such inspections or issuing of such permit shall receive 25 cents per head for 12 head or less, or $3.00 for from 12 head to 30 head and shall receive 10 cents per head for each animal over 30 head and shall receive in addition thereto his necessary actual expenses, to be paid by the owner thereof or the person for whom the inspection is made or permit issued; provided, however, that for each market consignment permit issued a minimum fee shall be $1.00 and a maximum fee shall be $5.00. All such inspection and permit fees and expenses shall be collected by the inspector making the same at the time of inspection or issuance of permit and all such fees and expenses collected by a deputy state stock inspector shall be retained by him and all such fees and expenses collected by a state stock inspector shall be sent by him to the livestock commission for deposit in the state treasury to the credit of the livestock commission fund.

b. For the service of inspection herein provided for before any such animal is sold or offered for sale at any licensed public market, the state stock inspector making such inspection shall receive (1) 20 cents per head for any such animal originating within the county in the state in which such

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market is maintained, or transported under a market consignment permit, and (2) 10 cents per head for any such animal previously inspected before removal from county as herein provided. All such fees to be paid by the owner thereof or by the person for whom the inspection is made. For inspecting any such animal before same is removed from the premises of such licensed public market the state stock inspector making such inspection shall receive 10 cents per head from the owner thereof or the person for whom the inspection is made. All such fees for inspection at such market shall be collected by the state stock inspector making the inspection at the time such inspection is made and shall be sent by him to the livestock commission for deposit in the state treasury to the credit of the livestock commission fund.

c. A question or doubt having arisen as to the intention of the legislature and policy of the state concerning the disposition of inspection fees and expenses collected by the state stock inspectors of the State of Montana for the inspection of livestock, it is hereby declared to be the policy of this state and the intent of the said 28th legislative assembly of the State of Montana that all such inspection fees and expenses be paid to the livestock commission for deposit in the state treasury to the credit of the livestock commission fund, and that said state stock inspectors shall be paid for their services and receive for their expenses only such sums as shall be agreed upon by the livestock commission of the State of Montana and fixed and determined by the state board of examiners.

Section 4. That Section 46-806 of the Revised Codes of Montana, 1947, be, and the same is, hereby, amended to read as follows:

Penalties for Violations of the Act

a. Any person who removes or causes to be removed from any county in the state any animal or animals of the class referred to in Section 46-801; (1) without having the same inspected prior to removal where such inspection is required by law; (2) without having obtained a market consignment permit for such animal or animals, where such market consignment permit is obtainable by law; (3) and does obtain a market consignment permit for such animal or animals but does not deliver such animal or animals transported thereunder to the livestock market designated in the market

consignment permit; shall be guilty of a misdemeanor and shall be punishable as hereinafter provided.

b. Any person who sells or offers for sale at a livestock market, or removes or causes to be removed from a livestock market, any animal or animals of the class referred to in Section 46-801 without having the same inspected in the manner provided shall be guilty of a misdemeanor and shall be punishable as hereinafter provided.

c. Any person who shall ship by railroad carrier, and the railroad carrier transporting, any animal or animals of the class referred to in Section 46-801 for which a loading tally has been filed as provided by Section 46-1008 and for which shipment of animals an inspection has not been made, and after shipment, causes or permits such animal or animals to leave the custody of the railroad carrier at a place other than where the State of Montana regularly maintains a stock inspector, shall be guilty of a misdemeanor and shall be punishable as hereinafter provided.

d. Any person who has in his charge any animal or animals of the class referred to in Section 46-801 being removed from any county in the state, and for which an inspection certificate or a market consignment permit has been issued, and fails to have in his possession accompanying such animal or animals the inspection certificate or market consignment permit as issued for such animal or animals; or who, having such certificate of inspection or market consignment permit, fails to exhibit the same to any sheriff, deputy sheriff, constable, highway patrolman, state stock inspector or deputy state stock inspector at the request of any such person; shall be guilty of a misdemeanor and shall be punishable as hereinafter provided.

e. Any person violating any of the provisions of this act in respect to moving, removing or transporting any animal or animals of the class referred to in Section 46-801, or in any other particular, shall be guilty of a misdemeanor and shall be punishable as hereinafter provided.

f. Upon conviction of any person, firm, association, or corporation under this act, they shall be fined in a sum of not less than $50.00 nor more than $500.00 or imprisoned in the county jail for a period of not more than six months, or shall be punished by both such fine and imprisonment.

Of all fines assessed and collected under the provisions of this act, 50 percent thereof shall be paid into the state treasury and credited to the livestock commission fund, and 50 percent thereof shall be paid into the general fund of the county in which the conviction occurred."

Section 5. This act shall be in full force and effect on and after July 1, 1953.

APPENDIX H

WEEKLY CATTLE MARKET SUMMARY. WEEK ENDING MARCH 17. TOTAL RECEIPTS FOR WEEK -- 8,035.

Date of Sales	Billings Market March 13	Butte Market March 12
Receipts per Market	2,108	667
CATTLE		
Good to choice fed steers	16.00 to 18.55	
Medium to good fed steers	14.50 to 16.00	
Good to choice fed heifers	14.50 to 16.00	
Medium to good fed heifers	13.00 to 14.50	
Common to medium fed steers and heifers	12.00 to 13.00	13.50 to 15.00
Young heifer type cows	12.50 to 14.00	12.50 to 13.25
Utility and commericial cows	10.50 to 12.50	10.00 to 11.25
Canner and cutter cows	8.50 to 10.50	7.00 to 9.00
Bulls	12.50 to 15.00	11.50 to 14.25
Veal calves	15.00 to 18.00	17.00 to 21.00
STOCKERS AND FEEDERS		
Good to choice steers	16.00 to 17.25	15.00 to 16.50
Medium to good steers	14.50 to 16.00	14.00 to 15.00
Common to medium steers	12.00 to 14.50	11.00 to 12.50
Good to choice heifers	13.00 to 14.50	12.00 to 13.25
Medium to good heifers	11.50 to 13.00	11.50 to 12.50
Common to medium heifers	10.00 to 11.50	8.00 to 10.00
Good to choice steer calves	19.00 to 22.10	18.50 to 19.00
Common and medium steer calves	15.00 to 19.00	16.00 to 17.50
Good to choice heifer calves	16.00 to 17.00	14.50 to 16.00
Common and medium heifer calves	14.00 to 16.00	12.00 to 13.50
Stock cows	10.00 to 13.00	9.00 to 11.00
Fleshy feeder steers (2-way)	14.50 to 16.50	14.50 to 15.75
Dairy type calves	9.00 to 12.50	8.00 to 10.00
SHEEP	144	None
Medium good and choice spring slaughter lambs	15.00 to 15.75	
Medium good and choice feeder lambs	14.00 to 15.00	
Killer ewes		
Breeding ewes		
HOGS	251	None
Top on butchers	to 14.20	
Bulk butchers	13.50 to 14.00	
Sows, 300-500 lbs.	7.50 to 9.75	
Remarks:	Cattle stdy. with last week. Stockers & fdrs. run-good demand.	All classes stdy. to strong
Announcements:	Special fat & fdr. sale, April 6, 1956.	

APPENDIX I

MARKET TALLY FORM

MARKET_____ DATE_____

Time	Class	No. of Head	Initial Bid	Final Bid	No. of Bids	No. of Bidders	Type of Buyer

APPENDIX J

QUESTIONNAIRE TO AUCTION OPERATORS

I. Market news information now used

1. Newspaper

a. Frequency (daily, weekly, etc.)_____
b. Approximate circulation of newspaper_____
c. Type of information supplied_____(Enclose a clipping if you have one).

2. Radio

a. Frequency (daily, weekly, etc.)_____ Amount of time_____
b. Estimated audience_____and/or radio network covers_____.
c. Type of information announced (numbers, prices, quality, etc.)
d. Do you sponsor programs?

3. Television

a. Frequency (daily, weekly, etc.)_____Amount of time_____.
b. Estimated audience_____and/or radius of coverage_____.
c. Type of information presented_____.
d. Do you sponsor programs?

4. Other new information that you supply to consignor and buyers:

II. Attendance at auction sale (Approximate average number at each sale).

	Fall	Rest of Year
1. Buyers		
a. Local farmers and ranchers	_____	_____
b. Order buyers	_____	_____
c. Packers	_____	_____
d. Dealers	_____	_____
2. Consignors		
a. Local farmers and ranchers	_____	_____
b. Feeders	_____	_____
c. Dealers	_____	_____

3. Average attendance of each sale _____(Include spectators)

III. 1. Who does the "bidding in" at sale?_____

2. Is one bid considered a sale?_____

3. Do you buy at times in order to keep prices in line?_____

4. Do you have to buy in the country to keep the volume up and the buyers satisfied?_____

5. Do you have to guarantee some of your buyers a certain number of animals before they will come to the sale?_____

6. Do you sometimes get stuck with an opening bid?_____

7. If you can't get bidding do you sometimes back the initial bid down to get the buyers bidding?_____

IV. 1. Do you think the market information is adequate for:

a. Consignors and producers_____
b. Buyers_____

2. Could more effective information be supplied to your patrons?____

_____

a. If so, what would you suggest doing?_____
b. Who would do it and how would it be financed?_____
(auction markets, stockmen, USDA)_____
c. How could this information be distributed?_____
d. What would be some of the difficulties involved?_____
e. Could this information be more current?_____

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