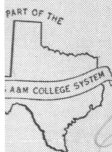


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# Marketing Livestock at the Port City Stockyards



TEXAS AGRICULTURAL EXPERIMENT STATION

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## SUMMARY

Port City Stockyards, the third terminal livestock market to be organized in Texas, was built during the 1930's. The Gulf Coast area of Texas had been producing beef cattle from the earliest history of Texas. These cattle, although inferior in quality, were present in sufficient numbers to justify a terminal market in that area.

The terminal market system of selling livestock had to be "sold" to the producers before they would utilize the services of the new market. This was done within a very few years.

The City of Houston and the surrounding area had begun to grow and the entire area was becoming industrialized. Potential meat consumption was increasing and packing plants increased in the area to meet this demand.

The cattle population within a 150-mile radius of Houston was 40,000 head and more in some counties at the time the stockyards was organized. Other counties began to show increases in cattle numbers as economic conditions warranted this increase. These changes and the extended drouth in West Texas speeded up a shift in cattle population from West to Southeast Texas.

The stockyards was patterned after the large established terminal livestock markets in so far as physical facilities would permit. During the first 10 years of operations most of the profits from the market were used to improve and expand the physical facilities. General operations and services to producers were improved greatly.

Size and importance of selling agencies have varied during the life of the market. Six commission companies now perform the selling function on the market. Buying agencies are present in sufficient numbers and types to provide adequate competition. The Market News Service distributes information on salable receipts and prices by species, class and grade to newspapers, radio and television stations of the area.

Port City was posted soon after opening for operations as a market for livestock. Under the Packers and Stockyards Act, tariffs were drawn up and approved and amended as conditions warranted. The Texas and Southwestern Cattle Raisers Association handles brand inspections on the yards. Services of federal and state veterinarians are available to insure proper attention to sanitation and disease.

Market receipts are made up largely of calves, with cattle receipts amounting to less than half that of calves. Hog and sheep receipts are extremely small.

Most of the cattle shipments to the stockyards originate within a radius of 150 miles of Houston. Distant and out-of-state shipments are received, but are in the minority.

Buyers on the market fall into six categories, classified according to firms represented and methods of operation. Buying competition is keen among interstate packers, intrastate packers and order buyers. These buyers take a majority of all salable receipts, while the three minority types of buyers—meat dealers and butchers, country traders and individuals—buy enough to help stabilize the market.

The stockyards pioneered air transportation of livestock for export in 1948, and has built this phase of the business to the extent that in 1955 they handled an estimated 20 percent of all cattle exports from the United States.

Port City management stresses service to shippers and buyers. This phase of the business has received continuing attention over the 25 years of operations. Radio and television programs and other modern methods are used to keep producers informed and satisfied. Complaints or recommendations by customers are considered and changes in operations are made to improve service.

The major problems confronting stockyards management today are a decline in annual receipts and uneven daily receipts. These problems are difficult to eliminate, but they can be improved by the united efforts of the stockyards company and market agencies.



# Marketing Livestock at the Port City Stockyards

HOUSTON E. SMITH and JOHN G. McNEELY\*

**T**ERMINAL LIVESTOCK MARKETS were the first major facilities organized for the orderly marketing of livestock in this country. Texas, the leading livestock producing State, has enough volume to support three terminal livestock markets. These markets are located at Fort Worth, San Antonio and Houston. The San Antonio and Fort Worth livestock markets are the oldest and largest, having been organized just prior to the turn of the century. The Houston market, named the Port City Stockyards, was organized some 30 years later.

Prior to World War II these markets were receiving the major volume of all livestock being marketed in Texas. At the conclusion of 10 years of postwar operations, the management of the stockyards was confronted with declining receipts and increased cost of operations. Solutions to these problems are necessary if stockyards are to prosper.

To meet these trends, the stockyards company and the market agencies have changed facilities and market operations. However, these changes have not been sufficient to offset a nationwide trend towards decentralization of livestock marketing and the volume of salable receipts has declined.

The Gulf Coast of Texas has been a cattle producing area from the earliest history of the State. Some of the first attempts to establish colonies in the province of Texas were made by the Spaniards in the late 1600's. These people brought in the Spanish type of cattle, whose descendants became the famous Texas Longhorns. Later, settlers from the United States brought in some of the improved beef types of cattle. Not a great number of these cattle came in since there was no demand for beef except for domestic use.

The cattle population in many of the Gulf Coast counties in 1900 exceeded 40,000 head. This was especially true in the Coastal Bend counties. Most of these cattle, however, were little improved over the earlier Spanish types. Because of climatic conditions, mosquitoes, ticks and the unpalatable grass prevalent in this area, the descendants of the earlier importations had experienced a survival of the fittest. Stockmen of this area had become adjusted to selling thin slaughter calves and steers to go to Kansas and Oklahoma grass. Large producers also had become accustomed to shipping their cattle to markets like Kansas City, Fort Worth and San Antonio.

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Smaller producers having only a few head of calves for fall marketing, could sell only to local traders or itinerant buyers, who moved through the area each fall. These buyers had the advantage in each transaction since the producers, because of economic conditions and the class of cattle they had, accepted just about any price offered.

The organization of the Port City Stockyards as a terminal livestock market for the Gulf Coast area of Texas was brought about in 1931 by J. W. Sartwelle who presented the idea of a terminal livestock market in Houston to a group of the leading ranchmen of that area. Two corporations were organized at the same time, the Port City Stockyards Company and the Port City Packing Company. The Port City Stockyards Company opened for business March 16, 1931.

Business did not flourish immediately at the Port City Stockyards. Producers found it difficult to believe that their cattle might bring as much as 2 cents a pound more if they were mar-

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keted at the stockyards rather than if they were sold direct. Some did not like the idea of paying yardage and commission fees. The use of the Houston facilities for feed, water and rest on through shipments became a factor in helping to establish a market at the new stockyards. It became a common practice among the larger South Texas producers to consign their cattle to Fort Worth, Kansas City, St. Louis and Chicago or other mid-west markets, with Houston market privileges. This meant that the cattle could be sold in Houston if the price was as good as at the other markets. Otherwise, they could be forwarded without cost for the stop in Houston.

A better selling job was required for the smaller producers and farmers of the area to make them aware of the advantages of shipping to the stockyards. An educational program was launched which emphasized the principles of stockyards operations and the services performed.

The Port City Stockyards are located in the Houston metropolitan area which has an estimated population of over a million persons. This area is industrialized, with a high percentage of the population in the highly-paid laboring classes, who prefer meat in their diet and can afford it.

Most of the beef and veal slaughtered in the Gulf Coast area is consumed in that area since only two of the Houston packing plants operate under Federal inspection and are thereby entitled to sell meat in interstate commerce. All the other Houston packers slaughter exclusively for Texas consumption.

Four of the packing plants are adjacent to the yards, and five plants are located away from the yards but are in Harris county. Packing plants at Galveston, Rosenberg, Wharton and Bay City, and packing plants at more distant towns

and cities make purchases on the Port City market. Two of the major packers normally have buyers on the market and two others have part-time buyers.

A marked change has taken place in the past 56 years in the cattle population of the 33 counties within a radius of 150 miles of Houston. The U. S. Agricultural Census of 1900 gave the population of cattle on farms and ranches in 17 of these counties as less than 30,000 head each, in 6 counties at 30,000 to 40,000 head, and in 22 counties at more than 40,000 head. Figure 1 shows the cattle population in Texas in 1954.

Rapid improvement in pasture management in the Gulf Coast area and the central and north sections of East Texas, along with the development of breeds of cattle which are adapted to the climatic conditions of these areas, have been important factors influencing the shifts in cattle population.

## PHYSICAL FACILITIES

The stockyards company provides the physical facilities at the Port City Stockyards. This includes the facilities used in receiving, buying, selling, marketing, feeding, watering, holding, delivering, shipping, weighing and handling livestock. It is the responsibility of the stockyards company to establish reasonable and non-discriminatory regulations and practices in furnishing such facilities.

When the Port City Stockyards opened for business on March 16, 1931, the physical facilities were limited. They consisted of the old holding pens of an earlier slaughter house, the holding pens and loading chutes of the Houston Belt and Terminal Railroad and the buildings, pens and alleys of the Gulf Coast Packing Company.

The administrative offices of the stockyard company were set up in the packing plant. The one commission firm shared space with a small cafe in a building which had been used as a residence. The other company officials and representatives of regulatory agencies set up their desks wherever they could find room. All profits during the first 10 years of operation were invested in improving and expanding the physical facilities.

The physical facilities now utilize approximately 30 acres of the original 55-acre tract. It is bounded on the south by Brays Bayou, on the west by Calhoun Road and on the east and north by the Gulf, Colorado and Sante Fe Railroad.

The railroad receiving facilities consist of five railroad car docks and loading chutes connected with five large holding pens. These pens are equipped with feed bunkers and concrete water troughs. All have cobble-type concrete paving.

The old truck docks are used for delivery of all livestock and also for receiving livestock the

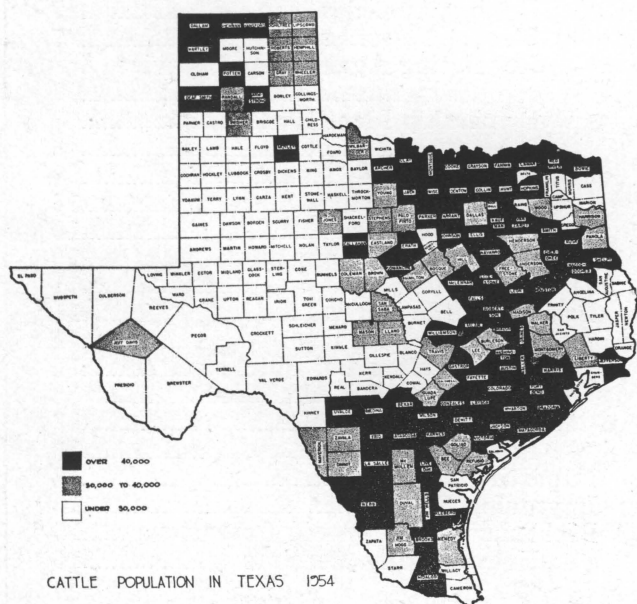


Figure 1. Cattle on Texas farms and ranches, January 1, 1954.



latter part of the week. They consist of six docks, with six holding pens. An office building located in the mid-section of these docks is used for paper work on all out-shipments.

The trailer and pick-up alleys consist of two alleys, 10 holding pens and a small frame shack for use by the receiving clerk. The outside is used only for crippled or other disabled livestock and for emergencies which might delay unloading in the main alley. There are no docks and all livestock must be jumped out of the trailers and pick-ups, Figure 2.

A new set of truck receiving docks and pens was constructed in 1951. It consists of 10 truck docks with 10 holding pens, each 12 x 30 feet, one service alley and a two-story brick control tower. All receiving records are handled in this office, which is equipped with an electronic communications system. This building has a balcony with steps leading to an overhead walk, which runs the length of the truck docks. These new truck docks are used only for receiving cattle the first part of the week, Figure 3.

The hog receiving section includes one truck dock, one trailer and pick-up alley, nine small covered holding pens, one service alley and two larger holding pens. Port City has no designated sheep and goat receiving facilities. The few sheep and goats arriving at this stockyards are received at either the cattle docks or the cattle trailer and pick-up alleys.

The selling facilities consist of 14 alleys and 342 pens, 16 x 18 feet in size. All pens and alleys have cobble-type concrete paving. Almost all pens have feed bunkers and concrete water troughs. Six covered pens serve as shelter for the marketing firms. Telephones are located in the shelters and at other convenient locations in the alleys.

Weighing facilities at the Port City Stockyards consist of three electric and two manual scales, with scale houses and holding pens.

Sanitary facilities consist of a dipping vat, crowd chute, squeeze chute, spraying shed and six pens.

The Exchange Building, completed in 1939, houses the general office of the Port City Stockyards Company, commission company offices and related offices.

## STOCKYARDS SERVICES

The stockyards company has the responsibility for designated services required in the efficient operation of a terminal livestock market.

Necessary receipts are issued and delivered by stockyards employees, and they assist in sorting and identifying mixed shipments and delivering the livestock to the consignee's pens. They handle the weighing, the issuing of a scale ticket,



Figure 2. A brand inspector and a veterinarian watch as calves unload in pickup-trailer alley.

with copies for the seller and buyer, and the transfer of the livestock from the scales to storage pens or to pens assigned to dealers or other buyers. They also are responsible for the care, feeding, watering and sometimes bedding for the livestock until the buyer accepts delivery.

Port City has six sets of livestock receiving facilities and employs eight men during normal periods. The personnel is increased during peak runs in accordance with the volume of receipts to insure fast, accurate receiving service.

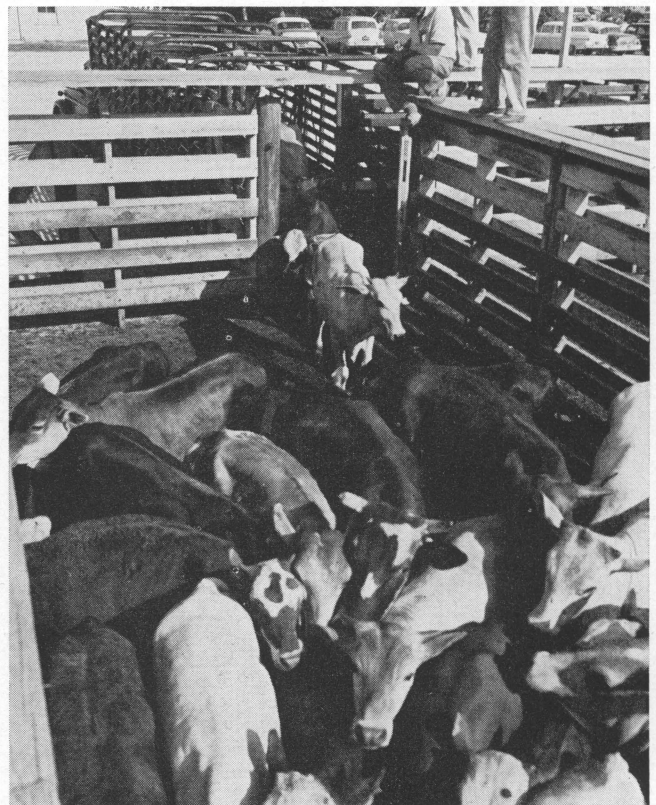


Figure 3. Counting cattle at new truck docks.



Figure 4. Delivery alley at new truck cattle docks.



Figure 5. Order buyer and commission man trading on a pen of Hereford cows.

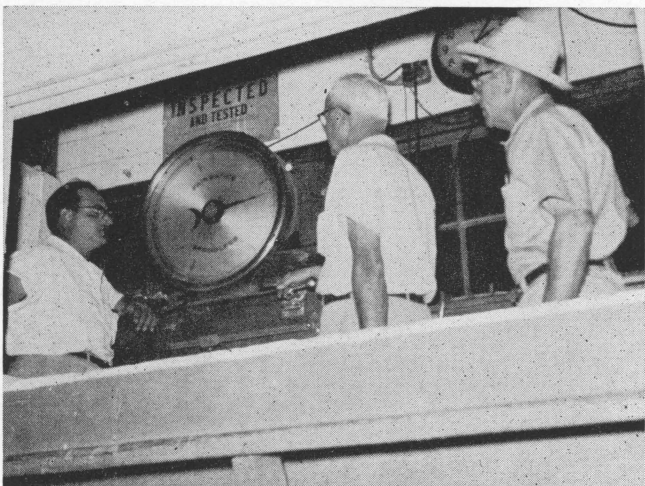


Figure 6. Scales being tested in compliance with regulations of the Packers and Stockyards Administration.

The larger volume of receipts the first part of the week and the smaller volume of receipts the latter part of the week are factors influencing the receiving services. The new cattle truck docks are opened at 6:00 p. m. Sunday and are closed at 6:00 p. m. Wednesday. The old cattle truck docks are open 24 hours a day, 7 days a week, but they rarely have receipts from 2:00 to 6:00 a. m. The railroad receiving facilities are open 24 hours a day, 7 days a week. Since few rail shipments are received they are handled by special assignment of personnel.

More cattle arrive by truck at night than in the day time during the first 3 days of the week. Most of the trailer and pick-up loads arrive in the day time, Figure 4.

The receiver and the driver sort all mixed shipments unloaded at night. If no instructions are given on the trucker's bill of lading regarding sorting, and the trucker does not instruct the receiver to do any sorting, none is done except to separate the livestock by species, and to pen bulls separately.

When feeding instructions are given, the driver and his assistant comply with them. They also water or drylot the livestock as instructed.

Most livestock are sold by the six commission firms operating on this market. Prominent signs are placed at each receiving dock listing the names of the commission firms in an impartial manner. When a shipment of livestock arrives unconsigned, the carrier must designate a consignee before the livestock will be received. Buying on the Port City Stockyards starts at 8:00 a. m., and closes at 3:00 p. m. A large bell signals the opening and closing time.

Prospective buyers inspect livestock consigned to each commission firm. Potential purchases are located and then they contact a commission salesman and make a bid, Figure 5. When a transaction has been completed, the salesman of the commission firm arranges for delivery. Tickets are made out on all sales and are forwarded to the commission firm's office in the Exchange Building.

Weighing of livestock is inspected and supervised closely. It is impartial to merit the confidence of both buyers and sellers, since the ownership changes hands when an impartial stockyards employee presses a lever to register the weight of a load of livestock. All scales are tested quarterly to comply with the requirements of the Packers and Stockyards Administration, Figure 6. A form is filled out showing the results of the test and of any corrections made to keep the scale in good condition.

The weigh masters at Port City are bonded public weighers. They alternate among scales weekly. When weighing is in progress they abide by the rules of the Packers and Stockyards Administration governing the weighing of livestock



on a posted market. The scales must be balanced every 15 minutes or after each fifteenth draft is weighed, whichever occurs first. The scales must be balanced after drafts which weigh 7,500 to 10,000 pounds.

### **Commission Firms**

Commission firms serve as the sales agent for the shipper and perform many incidental services connected with the transaction. Each commission firm at Port City is required to register with the Secretary of Agriculture, post a satisfactory bond and comply with the Packers and Stockyards Act in furnishing services, establishing and observing regulations, collecting charges and disbursing returns.

The Port City business office tabulates the volume of business done monthly by each commission firm by species of livestock. This is compared with the volume for the same month the previous year and gives the percentage increase or decrease in total and salable receipts. At the end of the year, these monthly tables are combined into an annual table.

### **Buying Agencies**

Many types of buying agencies are represented at Port City. Packers and local butchers tend to employ professional buyers to buy slaughter cattle. Stocker and feeder livestock are purchased by order buyers operating independently or for commission companies.

Dealers also buy on this market. They buy and sell all species of livestock for their own account, assembling and sorting their purchases to sell to all types of buyers.

Packers include interstate packers operating under federal inspection and intrastate packers. Meat dealers and butchers are slaughter buyers who have their purchases custom slaughtered at local packing houses and sell the meat to cafes, restaurants, meat markets and supermarkets. Order buyers are individuals or firms buying specified classes or grades of livestock for other people. They are required, under the Packers and Stockyards Act, to execute and maintain a bond. Local and country traders are individuals or partnerships who buy livestock on the market on a speculative basis. Individuals include farmers, ranchmen, feeders and businessmen who buy livestock on the market for stocker purposes, feeding, rodeo stock, custom killing and the like. Individuals sometimes buy in person, but in most cases they make their purchases through a marketing agent or a bonded dealer.

### **Market News**

With the many ways of rapid transmittal of news in use today, the livestock producer can keep informed on market trends for all species of livestock by class, grade and weight. He can read any of many papers, listen to a wide selec-

tion of radio stations or tune his television set to any one of several channels to receive this valuable information. This service is aimed at bringing about more orderly marketing of livestock.

This market news is assimilated, analyzed and released by the federal Livestock Market News Office working in cooperation with the State Department of Agriculture.

To obtain this information, the market reporters enter the stockyards after trading has started. They determine the classes, grades, weights and conditions of the available livestock. After they make their preliminary survey of receipts, they walk among the pens and mingle with the buyers and sellers. They listen in on trades and ask questions regarding prices paid for different pens of livestock. They visit the scales to ascertain actual weights on specific lots of livestock. When the information desired has been gathered, they prepare a brief summary of the market so far that day. This information is disseminated by leased wire and telephone, and is posted on the bulletin board in the Livestock Exchange Building. The reporter makes several visits to the yards in a day if the market run is heavy and the trading is slow.

The market reporter at Port City provides market information to the three daily newspapers in Houston, and the three major news wire services. He also makes five daily radio broadcasts direct from the stockyards. On each trading day on the market, Monday through Friday, he also prepares a wholesale meats report.

### **Regulating Agencies and Service Charges**

Since March 16, 1931, the Port City Stockyards has operated under the supervision of the Packers and Stockyards Branch as a posted market. On a posted market, the stockyards owner, market agencies and dealers must register with the Secretary of Agriculture. They must keep accurate records of all transactions and file an annual report with the Packers and Stockyards Branch. Marketing agencies and dealers must maintain a suitable bond to insure the performance of obligations. The stockyards owner and the marketing agencies are required to file a tariff showing the rates charged by each. These tariffs are open to the public and are subject to the approval of the Secretary of Agriculture.

The owner of a stockyards is allowed to make a yardage charge on a per-head basis at a rate which will insure a fair return on his investment. He also is permitted to furnish and charge a fair price for all feed, hay and bedding used. The prices are based on the current average cost price, f.o.b. stockyards barn plus a fair profit.

From time to time, these tariffs are revised or amended, or a supplement may be passed covering parts of the tariff currently in use.

The Port City Stockyards are operating under Tariff No. 4, issued April 30, 1952 and effective May 26, 1952. The following yardage charges are now in effect:

Bulls (600 lb. or over) .....	1.25 per head
Cattle .....	.85 per head
Calves (400 lb. or under) ..	.55 per head
Hogs .....	.28 per head
Sheep and goats .....	.17 per head

Lesser charges are made for livestock resold or reweighed for sale, or other than in the commission division to packers who maintain a buyer or buyers on the market.

The rate diminishes for livestock resold or reweighed, or both, for any purpose (including "catch" weights for sorting or shaping), other than in the commission division, including stockers and feeders for shipment off the market.

"Service and facility" charges, but no yardage charges, are made on livestock handled for railroads for feed, water and rest; for livestock forwarded beyond Houston or returned to the point of origin (such livestock must not be sold or weighed, must not change ownership and must be forwarded in name originally consigned); for livestock received by truck or drive-in for loading via rail; for livestock received for delivery or livestock not bought on this stockyards but received for shipment.

The feed charges are listed in Supplement No. 13, Tariff No. 4, are as follows:

Alfalfa hay .....	70¢ per cwt.
Prairie hay .....	70¢ per cwt.
Corn .....	60¢ per bu.
Oats .....	40¢ per bu.
Mill feeds .....	85¢ per cwt.
Bedding hay or straw.....	40¢ per bale

The market agencies on Port City Stockyards operate under the rules set out in Supplement No. 1, to marketing agencies Tariff No. 5, issued October 29, 1954.

#### SECTION B: SELLING CHARGES

*B-1 Cattle, Horses, Mules:* Per head

Consignment of one head.....\$1.25

Consignment of more than one head:

First 5 head .....	1.15
Next 10 head .....	1.05
Over 15 head .....	.95
Bulls over 600 pounds .....	1.75

*B-2 Calves:*

Consignment of one head .....\$ .80

Consignment of more than one head:

First 5 head .....	.75
Next 10 head .....	.65
Over 15 head .....	.55
Baby Calves (80 pounds or under) ..	.25

*B-3 Swine:*

Consignment of one head .....\$ .60

Consignment of more than one head:

First 5 head .....	.50
Next 15 head .....	.40
Over 20 head .....	.30

*B-4 Sheep:*

Consignment of one head .....\$ .40

Consignment of more than one head:

First 10 head .....	.30
Next 50 head .....	.20
Over 60 head .....	.10

*B-5 Resales:*

Same as sections B-1, B-2, section B-4

#### SECTION C: BUYING CHARGES

*C-1*—The rate for buying livestock is the same as the rate for selling livestock of like species, except as specifically set out in the following section.

*C-1a*—Buying charges by a market agency for buying livestock out of consignments to that market agency shall not exceed one-half of the rates for selling livestock of like species.

#### Ownership Identification

All livestock shipped to a livestock market should carry some brand or mark of identification. Proper marking of livestock makes ownership identification easier, saves time and makes the handling of the livestock simpler. It is customary in Texas to fire brand and ear mark cattle, ear mark swine, paint and ear mark sheep and goats (in some cases fire brand on the nose) and fire brand horses and mules.

Most of the livestock arriving at public markets are not marked properly, and some agency or individual is required to check and maintain ownership. The shipper is charged a fee for the performance of this brand inspection.

In Texas, the brand inspection service on all posted livestock markets is conducted by or under the supervision of the Texas and Southwestern Cattle Raisers Association.

#### Sanitation

The facilities of a public livestock market are in continuous use, since the stockyards never close and there is never a time when the yards are completely empty of livestock. Sanitation easily could become a major problem if the stockyards did not have proper sewer drainage and frequent cleaning. Crews operate as time permits cleaning pens, alleys, driveways and other facilities used by livestock. All waste is removed in carts pulled by tractors to an assigned location for disposal.



TABLE 1. SALABLE RECEIPTS OF LIVESTOCK AT PORT CITY STOCKYARDS BY YEARS, 1940-56<sup>1</sup>

Year	Cattle	Calves	Hogs	Sheep
Number				
1940	72,465	258,081	10,777	2,128
1941	93,343	287,339	18,573	1,821
1942	103,497	284,370	21,978	2,106
1943	66,479	217,924	23,832	1,744
1944	102,807	290,371	19,122	1,540
1945	99,645	237,408	9,703	1,560
1946	104,333	235,915	9,854	1,282
1947	108,615	232,611	13,514	1,564
1948	84,102	189,471	12,818	1,835
1949	54,472	170,425	10,045	1,349
1950	49,361	167,677	7,823	985
1951	49,464	176,967	6,402	1,235
1952	40,026	148,133	3,939	814
1953	58,500	217,415	4,527	2,290
1954	72,450	218,165	2,704	1,530
1955	68,803	200,072	3,148	1,662
1956	78,967	234,412	5,419	1,018

<sup>1</sup>Source: Livestock Branch, Production and Marketing Administration, Livestock Market News, Statistics on Related Data, 1947-55, Statistical Bulletin No. 178, United States Department of Agriculture, June 1956.

When not employed on regular assigned duties, labor crews at Port City assist the regular cleaning crew. The paving construction on these yards presents a cleaning problem in that it is cobble type and must be swept by hand.

Veterinary and lay inspectors maintain close surveillance on yard operations, and check and inspect all livestock arriving on the yards. Animals showing indications of disease, infection or parasite infestation are isolated and treated.

The veterinary inspection services at Port City are performed by one veterinarian and three lay inspectors with the Animal Disease Eradication Division of the U. S. Department of Agriculture, and one veterinarian with the Texas Livestock Sanitary Commission. All testing, vaccinating and other health activities of the export division are handled by veterinarians of the Quarantine and Inspection Division of the U. S. Department of Agriculture.

The stockyards have two penning areas designated as T. B. (tuberculosis) and Bangs (brucellosis) pens. An animal arriving at the yards

which has been branded to indicate from previous veterinary inspection that it is infected with either of these diseases is placed in the appropriate pen and held in quarantine. One area of the swine division is set aside for quarantine when swine are found to be diseased.

All dead animals are disposed of immediately. Sick or crippled animals are treated, or are sent to a packer to be slaughtered subject to post mortem examination.

## MARKET RECEIPTS

An estimate of total receipts of livestock at Port City for 1932, the first full year of operations, was 35,000 head of cattle and calves. There was a gradual increase in salable receipts in the next 8 years, based on unofficial estimates. Official data on receipts are available since 1940 from the U. S. Department of Agriculture.

The Gulf Coast area is predominately a cattle-producing area and most of the cattle are sold as grass-fat calves. Consequently, the Port City market developed as a calf market with some business in cows and bulls. Sheep and hogs have never been important at this market, Table 1.

Salable receipts of cattle were extremely variable during 1940-55; the high point was reached in 1947 and the low point in 1952. Cattle receipts in 1955, however, were similar to those in 1940. Highest receipts were obtained during and immediately after World War II.

Calf receipts have been proportionately less variable than cattle receipts, but have varied considerably in numbers. They reached similar high levels in 1941, 1942 and 1944, but declined considerably after the war. A low point was reached in 1952, but receipts have increased substantially during the past few years.

Salable receipts of hogs and sheep have been low consistently during the life of the market.

The growing importance of Houston as a calf market became evident by 1940 when the Port City market first ranked among the top 10 calf markets in the United States. For the past 4 years, Port City has held fourth rank, Table 2.

TABLE 2. SALABLE RECEIPTS OF CALVES AT SELECTED MARKETS, 1951-56

Market	1951		1952		1953		1954		1955		1956	
	Rank	Number	Rank	Number	Rank	Number	Rank	Number	Rank	Number	Rank	Number
Chicago, Ill.	9	104,837	10	111,110	10	115,818	10	111,684	10	87,727	13	97,699
Fort Worth, Texas	3	255,596	4	221,881	5	213,739	6	194,036	6	166,374	6	168,374
Houston, Texas	6	176,967	7	148,133	4	217,415	4	218,165	4	200,072	4	234,412
Kansas City, Mo.	10	101,411	5	169,085	7	202,941	7	161,653	9	115,626	8	130,558
Louisville, Ky.	8	109,937	9	112,596	9	141,273	9	136,624	8	118,049	9	120,869
Milwaukee, Wis.	2	325,176	2	333,721	2	356,886	2	375,790	2	389,640	2	390,333
St. Louis (NSY), Ill.	4	246,801	3	265,763	3	322,082	3	276,822	3	216,078	3	242,187
San Antonio, Texas	5	242,607	8	146,021	8	167,926	8	156,569	7	155,253	7	150,414
S. St. Paul, Minn.	1	395,282	1	401,703	1	463,574	1	502,894	1	513,501	1	536,664
Springfield, Mo.	7	124,458	6	156,455	6	213,587	5	207,604	5	176,243	5	170,184

Source: USDA Agricultural Marketing Service, Livestock Division, Statistical Bulletins 162, 178 and 209.

TABLE 3. TOTAL RECEIPTS OF CATTLE AT PORT CITY STOCKYARDS BY MONTHS, 1946-55<sup>1</sup>

Months	1946	1947	1948	1949	1950	1951	1952	1953	1954	1955
Number										
January	8,793	10,749	7,617	4,710	4,444	3,711	3,851	3,111	4,364	6,092
February	7,979	5,402	5,707	2,959	4,148	2,512	3,005	2,520	4,219	4,410
March	10,010	5,994	5,614	4,482	4,599	3,147	2,776	3,898	5,040	5,251
April	11,474	10,214	6,666	4,840	5,961	3,624	4,426	4,955	8,233	6,485
May	9,114	11,811	8,590	8,034	7,787	3,792	4,932	6,187	9,663	9,423
June	10,522	15,658	11,122	6,678	5,942	4,752	5,853	7,079	9,764	9,621
July	14,393	15,211	9,265	5,304	5,655	6,610	4,613	6,706	9,168	7,987
August	12,370	12,757	12,078	6,026	7,324	7,661	5,158	5,996	7,077	8,757
September	10,472	17,670	9,667	5,260	5,300	6,049	4,409	6,793	8,176	5,912
October	21,068	14,457	9,790	5,858	6,241	7,414	4,678	8,348	6,741	8,239
November	15,846	11,929	9,204	7,056	5,852	6,984	4,121	9,699	10,012	7,213
December	14,148	9,623	5,420	5,079	4,750	4,086	3,943	6,488	6,257	5,195
Totals	146,189	141,475	100,740	66,286	68,003	60,342	51,765	71,780	88,714	84,585

<sup>1</sup>Source: Comptroller's Office, Port City Stockyards Company.

## Monthly Receipts

Receipts by months during 1946-55 indicate considerable seasonal variation for all classes except calves. The 10-year period shows seasonal consistency in low receipts of cattle. February was low for 8 years and March for 2 years. Considerable variation is shown in months of high receipts, May being high 2 years, June 2 years, August 2 years, September 1 year, October 1 year and November 2 years, Table 3.

In calf receipts, the seasonal variation is consistent for both high and low periods. Normally, calves in this area move to market in late summer and early fall. The movement takes place mostly in August, September, October and November. In the 10-year period, high receipts came in August 1 year, in September 1 year, in October 5 years and in November 3 years. The months of low calf receipts varied over a 3-month period, February, March and April. February was the low month 6 years, March 3 years and April 1 year, Table 4.

## Daily Receipts

Salable receipts by species and by days for the first full week of each month during 1951

and 1955 show that the bulk arrive the first 2 market days of the week. Receipts tend to run a little higher on Monday than on Tuesday. There is a noticeable drop in receipts on Wednesday, and this decline becomes greater as the week progresses. In no week did receipts on Friday exceed those of Thursday, and Thursday's receipts never exceeded Wednesday's. This daily receipt trend has become a problem on most terminal markets in recent years, Table 5.

## Origin of Receipts

Shipments of cattle and calves arriving at Port City Stockyards in 1955 originated in 78 counties in Texas and in five other states. About 98 percent originated within 150 miles of Houston, which includes all or the major part of 33 counties. Sixty-three percent of all shipments originated in Harris county or in parts of seven adjoining counties within a radius of 75 miles. The remaining 2 percent originated in 45 other counties in Texas and in Louisiana, Oklahoma, Missouri, Wisconsin and Arkansas. Figure 7 shows the counties in Texas in which shipments originated and the number of cattle and calves moving to the market. Figure 1 shows the population of cattle and calves in the counties which

TABLE 4. TOTAL RECEIPTS OF CALVES AT PORT CITY STOCKYARDS BY MONTHS, 1946-55<sup>1</sup>

Months	1946	1947	1948	1949	1950	1951	1952	1953	1954	1955
Number										
January	12,494	13,475	12,240	12,093	11,647	10,656	13,582	13,769	15,075	17,991
February	5,440	9,319	7,717	9,033	6,794	8,243	10,440	9,657	10,618	11,745
March	6,192	8,317	8,512	9,178	8,745	7,043	9,317	13,186	12,854	14,431
April	10,733	10,122	9,222	7,384	9,758	7,158	9,479	15,390	14,101	14,807
May	13,771	17,758	14,358	12,712	13,160	9,339	11,919	16,361	17,753	18,451
June	14,778	19,752	15,022	12,223	12,285	12,093	12,412	21,441	22,795	17,980
July	26,936	23,481	13,798	10,828	16,081	24,255	16,401	22,937	25,482	20,575
August	31,848	24,339	28,599	21,401	28,333	37,064	22,068	26,128	29,323	27,590
September	28,712	39,332	29,772	25,052	25,151	28,340	22,629	28,209	31,707	23,327
October	49,791	42,182	29,608	26,571	32,477	32,936	22,676	29,126	32,004	34,027
November	40,482	37,085	29,050	30,936	27,408	26,166	17,021	36,910	37,286	31,411
December	26,828	20,346	15,126	15,851	13,167	15,111	18,435	25,215	21,351	19,085
Totals	268,005	265,508	213,024	193,262	205,006	218,404	186,379	258,329	270,349	251,420

<sup>1</sup>Source: Comptroller's Office, Port City Stockyards Company.



**TABLE 5. PERCENTAGE OF SALABLE RECEIPTS OF LIVESTOCK AT PORT CITY STOCKYARDS, BY SPECIES, BY DAYS OF WEEK, FIRST FULL WEEK EACH MONTH, 1951-55<sup>1</sup>**

Days	Cattle Calves Hogs Sheep Horses					Total
	Percent					
Mondays	35.6	39.0	34.6	66.1	51.2	37.1
Tuesdays	35.3	33.2	27.4	11.3	18.2	34.3
Wednesdays	18.9	18.4	16.3	18.9	13.6	18.7
Thursdays	8.7	8.0	18.3	.9	10.2	8.5
Fridays	1.5	1.4	3.4	2.8	6.8	1.4
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
Mondays	35.6	39.0	34.6	66.1	51.1	37.1
Tuesdays	70.9	72.2	62.0	77.4	69.3	71.4
Mondays	89.8	90.6	78.3	96.2	83.0	90.1
Tuesdays						
Wednesdays						
Thursdays						
Fridays	10.2	9.4	21.7	3.8	17.0	9.9
Fridays	1.5	1.4	3.4	2.8	6.8	1.4

<sup>1</sup>Source: Comptroller's Office, Port City Stockyards Company.

shipped to Port City Stockyards. Livestock population figures were taken from the United States Census 1954 (preliminary).

### TRANSPORTATION

When Port City opened for business the method of transporting livestock had begun to change from rail to truck and this trend has continued. An analysis of total receipts at Port City by type of carrier during 1946-55 shows that 17 percent of the receipts in 1946 arrived by rail and 83 percent by truck, while in 1955 only 2 percent of all receipts arrived by rail, Table 6.

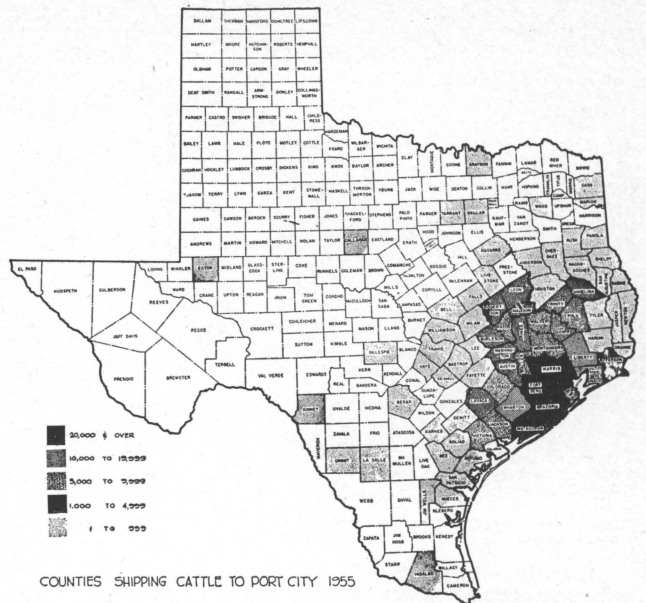
### BUYING ON THE YARDS

All types and classes of buyers—from a small-scale farmer to representatives of the large packing companies—are invited to buy livestock on

**TABLE 6. TOTAL RECEIPTS OF LIVESTOCK AT PORT CITY STOCKYARDS BY TYPE OF CARRIER, 1946-55<sup>1</sup>**

Year	Type of carrier					
	Railroads		Trucks		Total	
	Number	Percent	Number	Percent	Number	Percent
1946	77,169	17.2	371,349	82.8	448,518	100.0
1947	46,050	10.8	378,904	89.2	424,954	100.0
1948	12,243	3.7	320,681	96.3	332,924	100.0
1949	8,700	3.2	265,149	96.8	273,849	100.0
1950	15,036	5.3	270,227	94.7	285,263	100.0
1951	11,669	4.0	278,361	96.0	290,030	100.0
1952	4,887	2.0	240,701	98.0	245,588	100.0
1953	6,851	2.0	332,881	98.0	339,732	100.0
1954	16,418	4.5	348,551	95.5	364,969	100.0
1955	8,325	2.4	337,522	97.6	345,847	100.0

<sup>1</sup>Source: Comptroller's Office, Port City Stockyards Company.



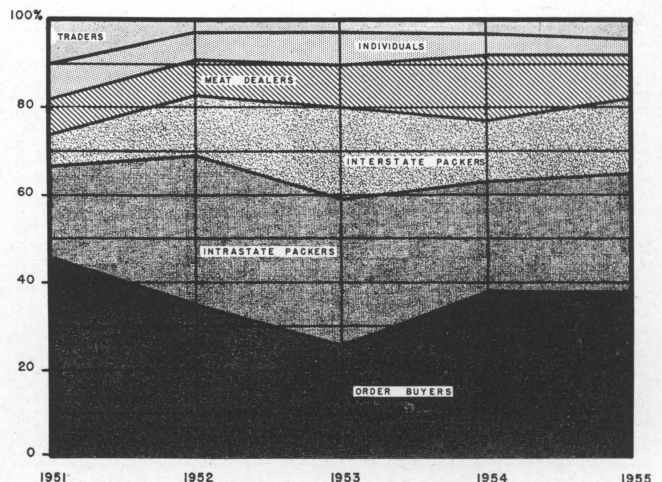
**Figure 7. Counties which sent livestock to the Port City Stockyards, by number of head, 1955.**

the Port City Stockyards. Most of the buyers, however, are professionals appearing on the market daily or periodically, depending on the species, classes and grades of livestock needed.

All species of livestock are received at Port City but cattle and calves predominate. This influences the types of buyers found on the market. Six major types of buyers competed for the receipts at Port City during 1951-55, Figure 8.

### Packer Buyers

Thirty-four packing companies bought on this market during the period of this study. Six were packers operating under federal inspection; the remaining 28 operate without federal inspection with the distribution of their products limited to Texas or the state of slaughter. These companies are classified as interstate and intra-



**Figure 8. Percentage of calves purchased by types of buyers, 1951-55.**

state packers, respectively, and are the main competitors for all slaughter classes of cattle and calves on the market.

The 28 smaller packing plants buy regularly on the market. Four of these plants are located near the yards and most of the others are located in Gulf Coast cities such as Galveston, Rosenberg, Wharton and Bay City. Three of these packers have plants in San Antonio, one in Florida and one in Louisiana. This group comprises the strongest category of buyers on the market. Table 7 shows that they are the major buyers of all grades and classes of cattle and are second in purchases of calves.

TABLE 7. PERCENTAGE OF LIVESTOCK PURCHASED BY TYPES OF BUYERS, BY SPECIES, PORT CITY STOCKYARDS, FIRST FULL WEEK EACH MONTH, 1951-55<sup>1</sup>

Year and type of buyer	Cattle	Calves	Sheep & goats			Horses	Total
			Hogs	Percent			
1951							
Interstate packers	23.2	6.6	25.3	19.6	.0	13.0	
Intrastate packers	44.6	21.7	3.6	37.1	.4	29.3	
Meat dealers	9.0	7.7	.2	1.7	1.6	7.9	
Order buyers	14.9	45.9	60.2	11.2	78.0	35.3	
Country traders	4.2	10.3	7.1	10.8	6.4	8.0	
Individuals	4.1	7.8	3.6	19.6	13.6	6.5	
Total	100.0	100.0	100.0	100.0	100.0	100.0	
1952							
Interstate packers	17.9	13.6	63.4	14.3	.0	16.5	
Intrastate packers	47.2	34.1	10.2	54.8	.8	40.1	
Meat dealers	14.8	7.8	.0	3.8	.8	11.1	
Order buyers	12.9	35.1	15.2	18.1	82.3	24.0	
Country traders	2.0	3.6	6.1	3.3	1.7	2.8	
Individuals	5.2	5.8	5.1	5.7	14.4	5.5	
Total	100.0	100.0	100.0	100.0	100.0	100.0	
1953							
Interstate packers	24.1	20.8	48.6	11.3	.0	22.9	
Intrastate packers	44.4	33.2	22.3	35.6	.0	39.0	
Meat dealers	15.8	10.0	.1	10.2	8.8	13.0	
Order buyers	9.4	25.7	16.0	16.9	50.5	16.8	
Country traders	.9	2.9	6.4	1.7	2.2	1.9	
Individuals	5.4	7.4	6.6	24.3	38.5	6.4	
Total	100.0	100.0	100.0	100.0	100.0	100.0	
1954							
Interstate packers	25.8	14.4	55.5	.5	.0	20.0	
Intrastate packers	46.0	25.5	10.6	33.6	.0	35.0	
Meat dealers	11.3	14.6	.6	12.2	10.5	12.9	
Order buyers	11.0	37.9	30.3	15.4	63.2	25.2	
Country traders	1.0	2.9	.0	12.1	5.3	2.0	
Individuals	4.9	4.7	2.5	26.2	21.0	4.9	
Total	100.0	100.0	100.0	100.0	100.0	100.0	
1955							
Interstate packers	32.7	16.9	44.2	3.8	.0	26.3	
Intrastate packers	36.6	27.1	26.3	25.6	.0	32.5	
Meat dealers	13.9	10.3	.0	.0	6.9	12.3	
Order buyers	13.1	37.9	23.4	31.3	80.5	23.4	
Country traders	1.1	3.7	.4	1.9	6.9	2.2	
Individuals	2.6	4.1	5.7	37.4	5.7	3.3	
Total	100.0	100.0	100.0	100.0	100.0	100.0	

<sup>1</sup>Source: Comptroller's Office, Port City Stockyards Company.

## Meat Dealers and Butchers

Another category of buyers competing for slaughter cattle and calves are the meat dealers and butchers. Sixty-four firms or individuals are in this group. A large percentage of these buyers are meat processors who specialize in beef for boning. Consequently, they buy mostly canner and cutter cows and bulls. The others in this group are firms which wholesale meat to meat markets, cafes, restaurants, cafeterias, food markets and that class of trade. This group buys mostly calves, some lambs and a few cows. Most of these dealers do not have slaughtering facilities and their purchases are custom slaughtered. These buyers rank fourth on the market in percentage of purchases, averaging about 12 percent of the total purchases for the past 5 years.

## Order Buyers

Order buyers (dealers and traders) constitute the second strongest category of buyers on the Port City Stockyards. Fourteen of these firms or individuals bid daily on the market and another group makes periodic visits to this market in the late summer and early fall when the calf movement is heaviest. The latter are mostly from New Mexico, Arizona and California, with orders from feeders for calves and steers having at least a quarter Brahman blood. Brahman-cross cattle have become popular in those states because they are not affected by the hot weather and insects as much as are the British beef breeds. They make good gains over long feeding periods on improved irrigated pastures and alfalfa fields, and are not discriminated against by packer buyers on the West Coast. Many of the resident order buyers at Port City have regular customers in those states to whom they ship calves and steers each fall.

Bidding for calves is strong in the fall because they are in demand by slaughter buyers, and many of these calves go as stockers and feeders if they are not carrying too much flesh. The order buyer has an advantage over the packer who is limited to some extent by retail meat prices. Table 8 shows the importance of stocker and feeder shipments from Port City and their influence on the calf market.

Some order buyers buy for local packing companies, both on the Port City market and out in the country. They buy part of the small numbers of swine shipped to Port City. These buyers also buy specialized cattle for regular customers, such as stocker yearlings for cutting horse owners, roping calves for individuals and rodeo producers and Brahman bulls and dogging steers for rodeo producers.

## Country Traders

Country traders are a small group resembling the itinerant buyers who formerly operated in this area. They buy small lots in the country and



ship to Port City. They buy a few head of live-stock at Port City, holding some over and sending some to area auction sales. Some of these buyers purchase small lots of stocker and feeder calves and yearlings and shape them up for future sale. These are speculative market buyers and are diminishing in number. Their purchases on the market are small, averaging 2 per cent of all purchases.

### Individual Buyers

The usual individual buyer on Port City seldom makes a direct purchase, but has an order buyer purchase for him. There are, however, some individuals who purchase regularly at the market and do their own bidding. Many of the individual buyers' names appear as purchasers only once or twice a year. Some appeared only once during 1951-55. These buyers purchase all species of livestock.

Port City Stockyards is not dominated by any type of buyer. It has the classes, grades and weights of cattle and calves wanted by slaughter, stocker and feeder buyers and has maintained a balance among these types.

### EXPORTING LIVESTOCK

Soon after World War II, residents of several foreign countries wanted purebred livestock from the United States. The Port City Stockyards had handled a large volume of UNRRA business, exporting horses and mules in the program to help under-privileged parts of the world.

Stockyards Superintendent C. B. Guthrie supervised the UNRRA shipments. Special pens were built to meet government specifications for handling horses and mules. The pens became the nucleus of the growing export division. All the UNRRA exports moved by ship, and the bulk of all foreign shipments moved by water.



Figure 9. Loading horses from truck to airplane.

South American, Central American and Caribbean livestock producers were purchasing high-priced purebred livestock in the United States and transporting them by ship. It was decided finally that the higher cost of air transportation could be offset by smaller shrinkage, better general health and lessened risk of physical damage suffered by the valuable animals on long, rough ship journeys.

In 1948, Port City pioneered air transportation of animals for export. Non-scheduled airlines were the first to bid for the new live cargo business. They still carry the bulk of this business.

Planes in use today are C-46's and DC-4's equipped with built-in stalls. The animals board a plane as easily as they enter a railroad car, Figures 9 and 10.

Pilots carry pistols so that in emergencies any animal can be destroyed to prevent a crash. A more effective and less costly method of quieting disturbances among the animals is for the pilot to take the plane up to 14,000 feet. At this high altitude the shortage of oxygen causes the animals to become as passive as going into a trance.

TABLE 8. STOCKER AND FEEDER SHIPMENTS FROM PORT CITY STOCKYARDS BY MONTHS, 1951-55<sup>1</sup>

Months	1951		1952		1953		1954		1955	
	Cattle	Calves	Cattle	Calves	Cattle	Calves	Cattle	Calves	Cattle	Calves
	Number									
January	1,270	4,437	1,170	6,772	694	4,918	719	4,115	901	4,713
February	636	3,307	1,157	3,944	625	1,611	775	1,826	1,025	2,117
March	1,411	5,042	1,174	3,350	1,258	3,042	1,847	3,104	1,422	3,247
April	1,587	3,603	2,266	5,213	1,951	3,900	4,186	5,701	1,679	6,595
May	1,579	3,967	2,232	5,634	2,982	3,752	2,459	6,731	2,724	4,566
June	1,803	4,585	2,505	4,621	2,315	4,146	4,039	6,952	2,542	6,046
July	2,752	11,459	2,075	6,161	1,497	4,676	3,748	9,980	1,794	8,278
August	3,987	24,782	2,926	9,837	1,510	4,286	1,552	11,019	1,709	9,318
September	2,753	18,016	1,485	8,878	1,140	2,620	2,143	15,108	1,401	8,066
October	2,701	22,007	1,467	10,122	2,072	5,381	1,828	15,849	1,709	13,540
November	2,144	18,016	1,243	7,585	3,087	13,852	2,307	17,561	2,024	17,554
December	1,363	8,396	925	4,407	1,819	7,355	1,124	3,541	1,421	9,204
Total	23,986	127,617	20,625	76,524	20,950	59,539	26,727	101,487	20,351	93,244

<sup>1</sup>Source: Comptroller's Office, Port City Stockyards Company.

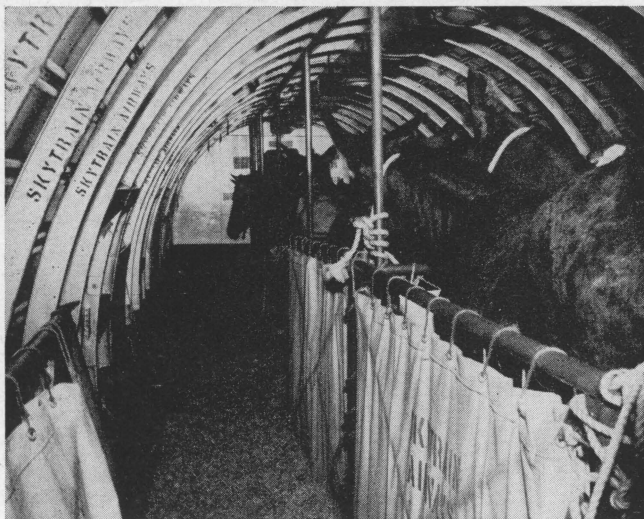


Figure 10. Horses and mules loaded for air export.

All export shipments are assembled at the stockyard. They are tested and vaccinated to meet federal sanitary regulations covering foreign shipments. The animals to be exported by ship are trucked to Port Houston or Galveston and a few to New Orleans. The animals are released to the shipping agent at the port since all ship loading is done by longshoremen under union regulations.

Air exports are handled differently. When the shipment has been assembled and all veter-

TABLE 9. EXPORTS OF LIVESTOCK FROM PORT CITY STOCKYARDS BY SPECIES AND DESTINATION, 1954-55<sup>1,2</sup>

Country	Bulls	Cows & heifers	Calves	Horses, mules & asses	Hogs	Sheep & goats	Total
							Number
Argentina	9	9					18
Brazil	280	247		8			535
British Guiana				18			18
Colombia	114	147	5	24		12	302
Costa Rica	136	67		2			205
Cuba	88	79	15	8	20		210
Dominican Republic	3	10					13
East Africa	3						3
Guatemala	27	132					159
Haiti				30			30
Korea	22	122	13	2	435	315	909
Panama Canal Zone	8	4					12
Paraguay	13	2					15
Philippine Islands	15	36		9			60
Puerto Rico	83	175					258
Peru	1	20				4	25
Trinidad				10			10
U.S.S.R.	25	39					64
Venezuela	2,228	2,180	421	263	1	33	5,126
<b>Total</b>	<b>3,055</b>	<b>3,269</b>	<b>454</b>	<b>374</b>	<b>456</b>	<b>364</b>	<b>7,972</b>

<sup>1</sup>The following livestock was trucked to Florida before being exported: Cuba, 87 bulls, 2 horses; Colombia, 127 bulls, 302 heifers, 70 calves, 1 horse; Costa Rica, 15 bulls.

<sup>2</sup>Source: Comptroller's Office, Port City Stockyards Company.

inary inspections are completed, the loading manifests are prepared in the Livestock Exchange Building. The pilot notifies the stockyards of the time of arrival and departure. The maintenance crew at the yards goes to the airport and prepares the plane for loading. The plane is cleaned out and the deck is covered with builders tar paper. The stall petitions (aluminum panel type) are then bolted down and the deck is covered with sawdust for bedding.

When the plane is ready for loading, the animals are trucked to the airport and pass from the truck to the plane by a special portable loading chute which belongs to the stockyards, Figure 9. The planes usually arrive late at night or early in the morning and depart between 6:00 and 10:00 a. m.

The Port City Stockyards export division, in 1955, handled 20 percent of all cattle exported from the United States. Export shipments from Port City by species and destination for the year 1954 and 1955 are shown in Table 9.

## IMPROVING SERVICE

To obtain opinions or suggestions from patrons regarding ways to improve service, the following card is used:

*MANY THANKS for an opportunity to serve you! For the past 25 years all our efforts have been combined to make your trip to the Houston market a profitable, pleasant one. To enable us to build even higher standards, won't you take a few moments to let us know your opinion of our service and your suggestions on how we can improve it? It would be most appreciated!*

*Receiving dock service was.....was not.....satisfactory.*

*Commission firm service was.....was not.....satisfactory.*

*My livestock was physically handled satisfactorily.....unsatisfactorily.....*

*Weighing service was satisfactory.....unsatisfactory.....*

*Stockyards employees were courteous.....discourteous.....*

*Commission firm employees were courteous.....discourteous.....*

*Your detailed comments will be appreciated here:*

.....

*Address..... Name.....*

These cards were mailed to some 11,500 patrons between January 3 and October 17, 1955.

Every patron who ships to Port City receives one of these cards with the returns from his sale. Each is urged to answer, stating his frank, honest opinion and offering suggestions. Each suggestion is given full consideration.



# REPORT OF SHIPPER QUESTIONNAIRES

January 3-October 17, 1955

## RATE OF RETURN

Six percent on approximately 11,500 cards mailed:

	Number	Percent
Satisfactory without comment .....	295	43
Satisfactory with compliments .....	239	34
Satisfactory with miscellaneous remarks and suggestions .....	45	7
	<hr/>	<hr/>
	579	84
Complaints .....	114	16
	<hr/>	<hr/>
Total.....	693	100

## ANALYSIS OF COMPLAINTS

Prices & weights.....	35	31
Receiving service .....	21	19
High charges .....	15	13
Weighing service .....	13	11
Miscellaneous .....	30	26
	<hr/>	<hr/>
	114	100

## PROBLEMS OF STOCKYARDS OPERATIONS

A number of problems face the management of all terminal stockyards at the conclusion of 10 years of postwar operations. Receipts have de-

clined with a consequent decline in revenue from yardage and services. This decline in revenue came concurrently with an increase in costs.

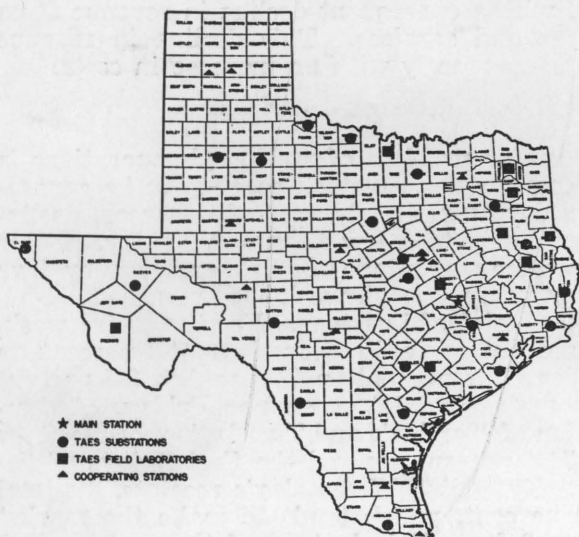
## Uneven Daily Receipts

A major problem of stockyards operations is the tendency for livestock receipts to be concentrated during the early part of the week, declining gradually to a low figure on Friday. Table 5 shows the percentage of salable receipts by days of the week, first full week each month, 1951-55, for all species of livestock. For the entire week, 37.1 percent arrived on Monday, 34.3 percent on Tuesday, 18.7 percent on Wednesday, 8.5 percent on Thursday and 1.4 percent on Friday. A combination of Monday's and Tuesday's receipts show that 71.4 percent arrived the first 2 days of the week. By adding Wednesday's receipts, the total is 90 percent, which tends to make the market week a 3-day affair instead of the customary 5 days.

A labor and sales force which can handle Monday's and Tuesday's receipts efficiently is far too large for the Friday run. Even though all labor can be shifted from job to job, a full crew will spend many idle hours on Thursday and Friday. If the laboring crews are cut down on these days they are penalized by not being able to get in a full week's work.

Some stockyards have made a concerted effort to correct this condition, but have not accomplished much. Some market firms indicate a liking for the present situation since it permits a part of their personnel to make visits to the country and solicit business during the latter part of the week.

# State-wide Research



Location of field research units of the Texas Agricultural Experiment Station and cooperating agencies



The Texas Agricultural Experiment Station is the public agricultural research agency of the State of Texas, and is one of ten parts of the Texas A&M College System

## ORGANIZATION

IN THE MAIN STATION, with headquarters at College Station, are 16 subject-matter departments, 2 service departments, 3 regulatory services and the administrative staff. Located out in the major agricultural areas of Texas are 21 substations and 9 field laboratories. In addition, there are 14 cooperating stations owned by other agencies. Cooperating agencies include the Texas Forest Service, Game and Fish Commission of Texas, Texas Prison System, U. S. Department of Agriculture, University of Texas, Texas Technological College, Texas College of Arts and Industries and the King Ranch. Some experiments are conducted on farms and ranches and in rural homes.

## OPERATION

THE TEXAS STATION is conducting about 400 active research projects, grouped in 25 programs, which include all phases of agriculture in Texas. Among these are:

- |                                      |                                 |
|--------------------------------------|---------------------------------|
| Conservation and improvement of soil | Beef cattle                     |
| Conservation and use of water        | Dairy cattle                    |
| Grasses and legumes                  | Sheep and goats                 |
| Grain crops                          | Swine                           |
| Cotton and other fiber crops         | Chickens and turkeys            |
| Vegetable crops                      | Animal diseases and parasites   |
| Citrus and other subtropical fruits  | Fish and game                   |
| Fruits and nuts                      | Farm and ranch engineering      |
| Oil seed crops                       | Farm and ranch business         |
| Ornamental plants                    | Marketing agricultural products |
| Brush and weeds                      | Rural home economics            |
| Insects                              | Rural agricultural economics    |
|                                      | Plant diseases                  |

Two additional programs are maintenance and upkeep, and central services.

*Research results are carried to Texas farmers, ranchmen and homemakers by county agents and specialists of the Texas Agricultural Extension Service*

AGRICULTURAL RESEARCH seeks the WHATS, the WHYS, the WHENS, the WHEREs and the HOWS of hundreds of problems which confront operators of farms and ranches, and the many industries depending on or serving agriculture. Workers of the Main Station and the field units of the Texas Agricultural Experiment Station seek diligently to find solutions to these problems.

# Today's Research Is Tomorrow's Progress