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Background Report Reference

AP-42 Section Number: 9.9.1

Background Report Section: 2

Reference Number: 22

**Title: American Feed Industry Association,
Washington, DC, To Tom Lapp,
Midwest Research Institute**

October 1997



American Feed Industry Association

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AP-42 Section
Reference
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Fax Cover Sheet

Date: 10/6/97

To: Tom Lapp, MAI 919/851-3232

From: Brian Bursick, AFIA

Pages: Fax cover sheet +

17

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Comments:

Enclosed are two pages of
general industry statistics we frequently
quote, plus pages from 7/97

Feedstuff's Reference issue which
annually updates feed industry
statistics.

It's the best thing going.
Hope this is timely + helps.

BB

TO: *Tom Lapp - MRI* 919/851-3232
FROM: *Brian Bursick, AFIA*
RE: **FEED INDUSTRY STATISTICS**

There's no single AFIA document I can send that gives pertinent statistics, so I've pulled together some data from various sources. Most data is current as of mid-1996 (based on 1995). Ingredient, byproduct purchases on-farm mixers. None of this is in stone, since there hasn't been an "official" census of the feed industry done by the feds since the mid-1980s.

Potential feed use (all species):	164.26 million tons
Increase from year earlier	10%
Total production (all species)	116.6 million tons
Production increase from year earlier	1.5%
Feed concentrate "consumption" by farmers (1994) (Includes grains and byproduct feeds)	206.4 million tons
Liquid feed produced (7/95-6/96)	1.77 million tons
Nonfeedlot use of liquid feed (same period)	990,460 tons
Aquaculture feed used (catfish/trout, 1995)	506,000 tons
Pet food retail sales	\$9.3 billion
Feed purchased by farmers (\$) (includes hay, forages, formula feed, grazing)	\$24.1 billion
No. of registered primary mills	1,800
No. of non-registered primary mills (does not include on-farm mixers)	4,000+ (est)
No. of secondary/custom-mix mills	5,500
Value of ingredients purchased by feed industry	\$18-20 billion
Byproducts used by feed industry yearly	50 million tons

Feed as % of cost of producing meat, milk, eggs, fish	50-70%
% of production controlled by four largest companies	<25%
% of total production mixed on farm (farmer purchases premix, concentrate, etc.)	60% (est)
Total number of animals slaughtered yearly in the U.S.	7-8 billion
No. of feed industry employees	175,000
No. of feed companies with more than 500 employees	61
No. of feed dealers	17,500

(Sources: Feed Management magazine (9/96); FEEDSTUFFS Reference Issue (7/17/96); AFIA "The U.S. Animal Feed Industry," promotional materials; staff input)

Feed marketing and distribution

1 Pri

U.S. feed manufacturers produced slightly more primary feed in 1995 than they did the year previously, continuing a steady trend of increases.

Production totaled an estimated 116.6 million tons, compared with 114.9 million tons in 1994. Primary feed production has increased every year since at least 1987, when the total was 101.8 million tons.

(Primary feed is feed mixed with individual feed ingredients, sometimes with the addition of a premix.)

According to the U.S. Department of Agriculture, feed concentrate consumption for 1994 totaled 206.4 million metric tons, compared with 193.5 million in 1993 and 188.6 mmt in 1992. (The 1995 total hadn't been calculated at the time of publication.) Feed concentrates include grains as well as byproduct feeds.

Feed purchases by farmers reached a record in 1995, estimated by USDA in December at some \$23.6 billion. The sum includes purchases of formula feeds, oilseeds, grain, molasses, hays, forages, other feeds and pasture and grazing costs. Final tallies for 1995 hadn't been made at the time of publication, but USDA said the total could rise to some \$24.1 billion. The figure in 1994 was \$23.2 billion.

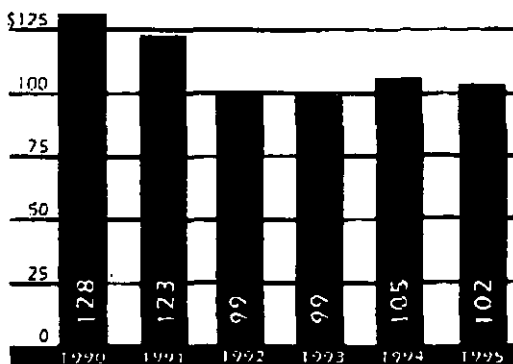
USDA's price index for feed purchases by farmers in 1995 was 102 — down from 105 a year previously. However, the index jumped later in the year, reaching 116 in December, as feed prices soared. The May 1996 index for feed grains and hay was 138, 45% greater than it was one year previously. The index was set at 100 for prices in 1990-92.

Again, the largest chunk of primary feed was produced for animals in the Corn Belt, which consumed 16.22% of the total, slightly less than last year's amount. The Southeast held the number two position, at 15.27%. The Southern Plains consumed 12.66%, the Appalachian States 11.30%, the Delta States 11.22%, the Northeast 8.34%, the Lake States 7.26%, the Northern Plains 6.57%, the Pacific States 6.68% and the Mountain States 4.48%.

Production of primary feed for broilers again ranked first among feed types, at 29.68% of the total primary feed produced last year. That was slightly more than in 1994. Production of primary feed for beef cattle took a 16.91% share

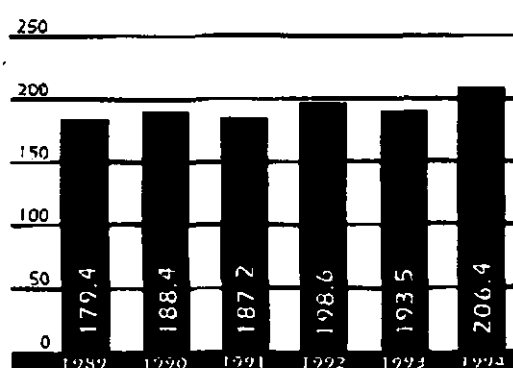
Feed price index

Average prices paid by farmers for feed are based largely on quotations from independent operators. U.S. prices are weighted averaged. (For 1989-91 price index used was 1977 = 100. For 1992-94 price index used was 1990-92 = 100).



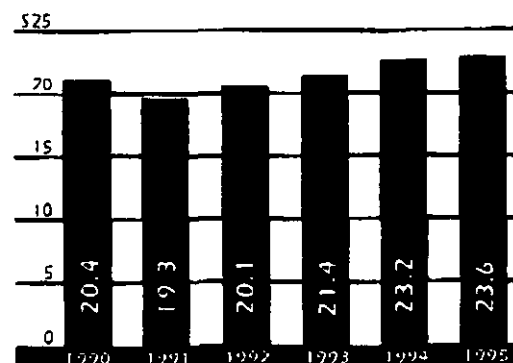
Feed concentrates consumed

Feed concentrates include feed grains, wheat, rye and byproduct feeds (oilseed meals, animal protein, grain, protein feeds, wheat millfeeds, alfalfa meal, etc.). (Million metric tons)



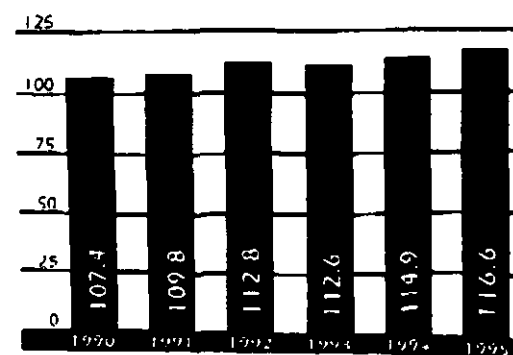
Feed purchases by farmers

Feed purchases include formula feeds, oilseeds, grain, molasses, hays and forages, other feeds and pasture and grazing. (Billion dollars)



Primary feed tonnage

Primary feed is feed mixed with individual feed ingredients, sometimes with the addition of a premix at the rate of up to 100 lb. per ton of finished feed. (Million tons)



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Lake St
Mountain
Corn Belt
Appalachian
Northern
Southern
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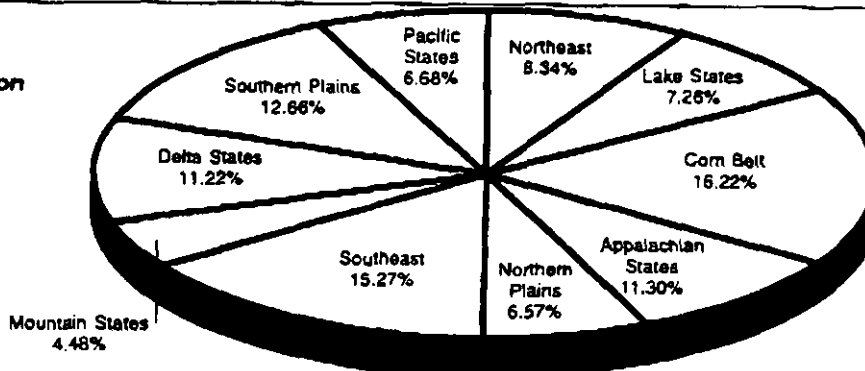
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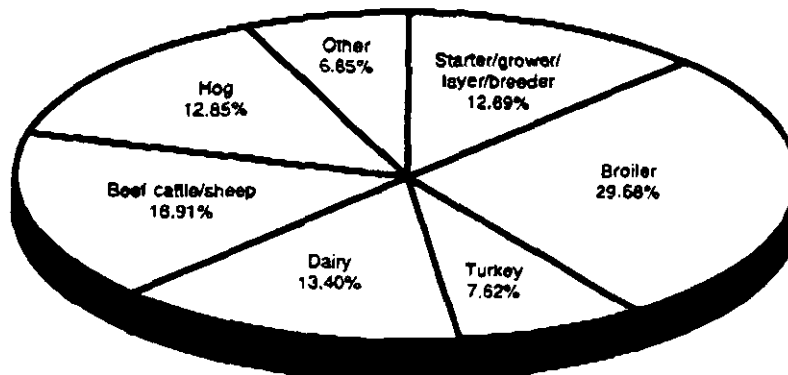
Primary feed production, 1988-95

	1988	1989	1990	1991	1992	1993	1994	1995	1995 as a % of 1994
1,000 tons									
Region									
Northeast	9,834	9,405	9,216	9,236	9,380	9,623	9,558	9,733	101.8
Lake States	8,214	9,239	9,606	9,658	8,755	8,532	8,499	8,484	99.5
Mountain States	4,816	4,787	4,823	5,031	5,298	5,344	5,245	5,229	99.6
Corn Belt	17,198	17,198	17,689	18,251	19,159	18,962	19,235	18,920	98.3
Appalachian States	9,023	9,128	9,420	9,884	10,502	11,551	12,279	13,198	107.4
Northern Plains	7,252	7,339	7,519	7,604	7,889	7,618	7,712	7,860	99.3
Southeast	15,618	15,906	16,666	16,943	17,293	17,231	17,622	17,815	101.0
Delta States	9,854	10,150	10,623	11,118	11,521	11,983	12,548	13,063	104.9
Southern Plains	12,767	13,102	13,816	13,831	13,891	13,886	14,485	14,787	101.9
Pacific States	7,833	8,048	8,250	8,225	7,918	7,546	7,749	7,802	100.7
Type of feed									
Starter/grower/layer/breeder	14,043	13,552	13,681	13,859	13,973	14,203	14,586	14,674	100.6
Broiler	24,817	26,202	27,571	28,660	30,845	31,684	33,257	34,726	104.4
Turkey	7,284	7,834	8,488	8,555	8,862	8,987	8,712	8,891	102.1
Dairy	17,503	17,386	17,407	17,191	16,408	16,232	16,125	15,632	97.0
Beef/sheep	18,071	18,326	18,526	18,744	18,602	18,615	19,054	19,728	103.3
Hog	14,691	14,274	14,479	15,122	15,145	14,805	15,496	14,999	96.7
All other	6,988	7,085	7,276	7,450	7,670	7,750	7,702	8,002	103.9
Total all feeds	103,407	103,659	107,428	109,781	111,505	112,276	114,932	116,652	101.5

Primary feed production for region, 1995



Primary feed production by type of feed, 1995



of the total, compared with 16.58% a year ago. Figures were 12.85% for primary hog feed (compared with 13.48% in 1994), 12.69% for starter/grower/layer breeder feed (the same as in last year), and 7.62% for turkey feed (compared with 7.58%), 13.40% for dairy feed (compared with 14.03%). The total for other animal species last year was 6.85%, compared with 6.7% in 1994.

Explanation and analysis

Feedstuff's estimates for feed production are derived from

USDA figures on animal production. Primary feed is defined as feed mixed from individual ingredients, sometimes with the addition of a premix at a rate of less than 100 lb. per ton of finished feed. Primary feed may be a complete feed, a supplement, a concentrate or other feed product for mixing with more ingredients before feeding. For the most part, primary feed does not include feed grains, wheat, rye or byproduct feeds (oilseed meals, animal protein, protein feeds, wheat millfeeds, alfalfa meal, etc.) that may have been purchased or grown and added to a feed supplement or feed

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Estimated primary feed production for region, 1994-95

	Starter/ grower/ layer/ breeder	Broiler	Turkey	Dairy cattle	Beef cattle and sheep	Hog	All other	Est. total
-----1,000 tons-----								
Northeast								
1995	2,355	2,728	409	2,851	96	371	925	9,733
1994	2,318	2,655	376	2,903	92	345	869	9,558
Lake States								
1995	1,251	354	1,620	2,173	407	2,210	449	8,464
1994	1,225	336	1,660	2,194	405	2,204	481	8,558
Mountain States								
1995	429	(2)	335	1,265	2,455	265	480	5,229
1994	449	(2)	382	1,210	2,462	256	486	5,341
Corn Belt								
1995	2,708	2,210	1,808	1,597	1,664	6,936	1,997	18,920
1994	2,566	1,985	1,752	1,708	1,680	7,618	1,906	19,235
Appalachian States								
1995	1,147	4,854	2,685	714	940	2,218	640	13,198
1994	1,146	4,667	2,628	1,020	214	2,019	585	11,575
Northern Plains								
1995	477	14.5	151	321	4,613	1,782	302	7,660
1994	452	14	130	328	4,510	1,911	387	7,712
Southeast								
1995	2,440	11,359	249	2,287	396	383	702	17,816
1994	2,515	10,973	236	2,400	398	420	678	17,622
Delta States								
1995	1,422	8,756	784	264	270	294	1,273	13,063
1994	1,480	8,406	700	268	275	278	1,141	12,545
Southern Plains								
1995	1,422	2,967	256	7,861	426	862	14,767	14,767
1994	1,103	2,784	279	1,217	7,956	326	820	14,485
Pacific States								
1995	1,299	1,486	594	2,911	1,026	114	372	7,802
1994	1,312	1,443	567	2,877	1,062	119	369	7,749

concentrate before feeding.

The Association of American Feed Control Officials offers the following definitions:

- **Complete feed.** A nutritionally adequate feed for animals other than humans; by specific formula compounded to be fed as the sole ration and is capable of maintaining life and/or promoting production without any additional substance, except water, being consumed.

- **Concentrate.** A feed used with another to improve the nutritive balance of the total and intended to be further-diluted and mixed to produce a supplement or a complete feed.

- **Supplement.** A feed used with another to improve the nutritive balance or performance of the total and intended to be (1) fed undiluted as a supplement to other feeds, (2) offered free-choice with other parts of the ration separately available or (3) further diluted and mixed to produce a complete feed.

- **Premix.** A uniform mixture of one or more micro-ingredients with diluent and/or carrier. Premixes are used to facilitate uniform dispersion of the micro-ingredients in a large mix.

The figure for "Feed concentrates consumed," as calculated by USDA, includes all feed grains, wheat, rye and byproduct feeds fed to animals in 1995. The figure does not include the

harvested roughage and pasture that would also be part of animal use.

In addition to primary feed tonnage, many feed mills manufacture secondary feed. Secondary feed is mixed with one or more ingredients and a formula feed — a primary feed. These supplements are generally used at a rate of 300 lb. or more per ton of finished feed, depending on the protein content of the supplement and the percentage of protein content desired in the finished feed.

USDA has estimated that 90% of feed tonnage is primary feed, while the remainder is secondary, which suggests that roughly 11.66 million tons (10.52 mm) of secondary feed was produced in 1994.

The figure for consumption of feed concentrates was derived by totaling disappearance figures for corn, sorghum, oats, barley, wheat, rye, oilseed meals (soybeans, cottonseed, linseed, peanut and sunflower), animal protein feeds (tankage and meat meal, fish meal and dried milk) grain protein feeds (wheat millfeeds, gluten feed and meal, rice millfeeds, dried and molasses beet pulp and alfalfa meal) and other byproduct feeds.

To calculate total feed consumption, USDA adds its figure for feed concentrates consumed and adds calculated consumption figures for harvested roughage and pasture. ■

3 Animal statistics: NORTHEAST

Northeast states animal numbers

State	Layers (1)	Broilers (3)	Turkeys (4)	Milk cows (1)	Other cattle (5)	Sheep and lambs (4)	Hogs and pigs (6)	Catfish (7)
	1,000 head						1,000 lb.	
Maine								
1995	4,946	(2)	(2)	40	77	10	7	(2)
1994	5,059	(2)	(2)	39	74	11	6.5	(2)
New Hampshire								
1995	157	(2)	17	20	26	7.5	3	(2)
1994	158	(2)	10	19	29	7	3.5	(2)
Vermont								
1995	73	(2)	31	157	143	15	2.1	(2)
1994	64	(2)	30	156	134	19.5	2.8	(2)
Massachusetts								
1995	513	(2)	105	28	40	9.5	18	(2)
1994	770	(2)	140	28	40	11.5	19	(2)
Connecticut								
1995	3,577	(10)	15	32	38	7	4	(2)
1994	3,666	(10)	25	32	43	7	5	(2)
New York								
1995	3,862	1,400	505	703	807	65	66	(2)
1994	3,784	1,200	500	730	720	72	72	(2)
Rhode Island								
1995	141	(2)	(2)	2.2	5.8	(11)	2.8	(2)
1994	194	(2)	(2)	2.1	5.4	(11)	3.3	(2)
New Jersey								
1995	1,782	(2)	88	23	45	18.5	34	(2)
1994	1,850	(2)	86	24	41	16.8	24	(2)
Pennsylvania								
1995	21,246	121,400	11,800	642	1,148	107	1,040	(2)
1994	20,755	119,300	10,500	650	1,100	110	1,090	(2)
Delaware								
1995	581	263,100	(8)	10	21	(11)	33	(2)
1994	613	258,300	(8)	10	19	(11)	33	(2)
Maryland								
1995	3,730	285,700	160*	92	198	25	77	(2)
1994	3,231	285,000	140*	91	224	25	120	(2)
1995 Total	40,608	681,600	12,421	1,749.2	2,548.8	284.5	1,286.9	(2)
1994 Total	38,964	663,800	11,400	1,781.1	2,429.4	279.9	1,379.1	(2)

For footnote information, see Table 12.
Source: U.S. Department of Agriculture.

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4 Animal statistics: LAKE STATES

Lake states animal numbers

State	Layers (1)	Broilers (3)	Turkeys (4)	Milk cows (1)	Other cattle (5)	Sheep and lambs (4)	Hogs and pigs (6)	Cattfish (7)
-----1,000 head-----								1,000 lb.
Michigan								
1995	5,254	630	(9)	326	844	93	1,150	(2)
1994	5,345	650	(9)	334	866	94	1,220	(2)
Wisconsin								
1995	3,308	22,200	(9)	1,490	2,310	79	930	(2)
1994	3,396	17,500	(9)	1,499	2,351	83	1,040	(2)
Minnesota								
1995	10,990	48,000	40,500	599	2,301	185	5,050	(2)
1994	10,399	47,800	41,500	605	2,195	190	4,850	(2)
1995 Total	19,550	70,830	40,500	2,415	5,455	357	7,130	(2)
1994 Total	19,140	65,950	41,500	2,438	5,412	367	7,110	(2)

For footnote information, see Table 12.
Source: U.S. Department of Agriculture.

5 Animal statistics: MOUNTAIN STATES

Mountain states animal numbers

State	Layers (1)	Broilers (3)	Turkeys (4)	Milk cows (1)	Other cattle (5)	Sheep & lambs (4)	Hogs & pigs (6)	Cattfish (7)
-----1,000 head-----								1,000 lb.
Montana								
1995	381	(2)	(2)	21	2,729	465	180	(2)
1994	363	(2)	(2)	21	2,679	490	210	(2)
Idaho								
1995	904	(2)	(2)	232	1,538	273	45	(2)
1994	957	(2)	(2)	218	1,562	270	58	(2)
Wyoming								
1995	14	(2)	(2)	6	1,404	680	73	(2)
1994	16	(2)	(2)	6.8	1,383.2	790	51	(2)
Colorado								
1995	3,149	(2)	4,300	83	3,017	535	580	(2)
1994	3,207	(2)	4,900	82	2,868	545	500	(2)
New Mexico								
1995	1,127	(2)	(2)	191	1,329	265	5	(2)
1994	1,140	(2)	(2)	171	1,329	315	25	(2)
Arizona								
1995	-	(2)	(2)	114	728	135	125	(2)
1994	298	(2)	(2)	114	716	145	170	(2)
Utah								
1995	1,850	(2)	(9)	88	622	395	88	(2)
1994	1,882	(2)	(9)	89	601	445	44	(2)
Nevada								
1995	-	(2)	(2)	23.5	476.5	87	8.5	(2)
1994	9	(2)	(2)	23	477	107	9	(2)
1995 Total	7,525	(2)	4,300	758.5	12,041.5	2,835	1,104	(2)
1994 Total	7,870	(2)	4,900	724.8	11,815.2	3,107	1,067	(2)

*Alaska, Arizona and Nevada combined
For footnote information, see Table 12.
Source: U.S. Department of Agriculture.

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Animal statistics: CORN BELT

Corn Belt states animal numbers

State	Layers (1)	Broilers (3)	Turkeys (4)	Milk cows (1)	Other cattle (5)	Sheep and lambs (4)	Hogs and pigs (6)	Catfish (7)
	1,000 head						1,000 lb.	
Ohio								
1995	22,168	43,000	6,500	289	1,251	153	1,850	(2)
1994	20,911	33,100	6,000	292	1,198	162	1,800	(2)
Indiana								
1995	21,051	193,400 ¹⁰	14,200	144	986	53	4,150	(2)
1994	21,014	185,890 ¹⁰	14,000	145	1,025	75	4,500	(2)
Illinois								
1995	2,854	(10)	3,600	163	1,607	79	4,900	(2)
1994	2,957	(10)	3,800	176	1,644	83	5,350	(2)
Iowa								
1995	16,652	15,000	8,000	251	3,699	345	14,400	(2)
1994	14,686	15,000	8,800	281	3,969	294	14,200	(2)
Missouri								
1995	6,711	190,800	22,500	190	4,460	73	3,600	2,561
1994	6,727	153,100	20,500	215	4,285	88	3,450	2,169
1995 Total	69,436	442,000	54,800	1,037	12,003	703	28,900	2,561
1994 Total	66,295	397,090	53,100	1,109	12,121	702	29,300	2,169

For footnote information, see Table 12.
Source: U.S. Department of Agriculture.

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Animal statistics: APPALACHIAN STATES

Appalachian states animal numbers

State	Layers (1)	Broilers (3)	Turkeys (4)	Milk cows (1)	Other cattle (5)	Sheep and lambs (4)	Hogs and pigs (6)	Catfish (7)
	1,000 head						1,000 lb.	
Virginia								
1995	3,821	260,100	23,500	129	1,671	84	380	(2)
1994	3,833	252,700	22,000	129	1,621	95	390	(2)
West Virginia								
1995	1,100	88,900	4,800	21	449	55	22	(2)
1994	1,104	89,400	5,600	22	478	60	28	(2)
North Carolina								
1995	13,634	670,100	61,200	87	1,113	13	6,300	2,200
1994	13,681	643,500	60,000	90	1,040	16	7,000	1,650
Kentucky								
1995	2,677	64,500	(2)	162	2,536	20	800	540
1994	2,630	56,500	(2)	165	2,485	27	780	660
Tennessee								
1995	1,052	130,000	(2)	126	2,574	14.5	560	191
1994	1,019	124,700	(2)	164	2,386	12.5	580	295
1995 Total	22,484	1,213,600	88,500	525	8,345	186.5	10,062	3,021
1994 Total	22,467	1,166,800	87,600	570	8,010	210.5	8,778	2,605

For footnote information, see Table 12.
Source: U.S. Department of Agriculture.

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8 Animal statistics: NORTHERN PLAINS

Northern Plains states animal numbers

State	Layers (1)	Broilers (3)	Turkeys (4)	Milk cows (1)	Other cattle (5)	Sheep and lambs (4)	Hogs and pigs (6)	Catfish (7)
-----1,000 head-----								1,000 lb.
North Dakota								
1995	169	(10)	1,670	64	1,856	125	280	(2)
1994	203	(10)	1,100	68	1,854	127	245	(2)
South Dakota								
1995	1,798	(10)	2,800	118	3,782	500	1,500	(2)
1994	1,994	(10)	2,500	120	3,880	530	1,740	(2)
Nebraska								
1995	8,989	2,900	(9)	74	6,276	105	4,100	(2)
1994	8,066	2,800	(9)	78	5,922	105	4,350	(2)
Kansas								
1995	1,279	(2)	1,600	82	6,418	160	1,250	(2)
1994	1,334	(2)	1,600	81	6,219	155	1,310	(2)
1995 Total	12,235	2,900	6,070	338	18,332	890	7,130	(2)
1994 Total	11,597	2,800	5,200	345	17,875	917	7,645	(2)

For footnote information, see Table 12.
Source: U.S. Department of Agriculture.

9 Animal statistics: SOUTHEAST

Southeast states animal numbers

State	Layers (1)	Broilers (3)	Turkeys (4)	Milk cows (1)	Other cattle (5)	Sheep and lambs (4)	Hogs and pigs (6)	Catfish (7)
-----1,000 head-----								1,000 lb.
South Carolina								
1995	4,918	162,000	6,120	27	493	(11)	350	2,078
1994	5,021	147,200	5,800	28	472	(11)	350	2,224
Georgia								
1995	18,000	1,070,000	1,450	100	1,450	(11)	930	(2)
1994	18,606	1,005,000	1,410	102	1,458	(11)	1,020	(2)
Florida								
1995	9,092	139,800	(2)	162	1,828	(11)	85	NA
1994	9,746	132,700	(2)	172	1,848	(11)	100	100
Alabama								
1995	11,562	900,000	(2)	34	1,716	7	230	68,067
1994	11,533	909,600	(2)	37	1,743	7	280	54,419
1995 Total	43,572	2,271,800	7,570	323	5,487	7	1,595	70,245
1994 Total	44,906	2,194,500	7,210	339	5,521	7	1,750	56,643

For footnote information, see Table 12.
Source: U.S. Department of Agriculture.

10 Animal statistics: DELTA STATES

Delta States animal numbers

State	Layers (1)	Broilers (3)	Turkeys (4)	Milk cows (1)	Other cattle (5)	Sheep and lambs (4)	Hogs and pigs (6)	Cattfish (7)
	1,000 head						1,000 lb.	
Mississippi								
1995	6,180	644,000	(2)	55	1,235	(11)	245	298,961
1994	6,422	602,600	(2)	57	1,283	(11)	215	340,568
Arkansas								
1995	15,982	1,107,300	26,000	60	1,850	48.4	790	46,700
1994	16,852	1,078,600	25,000	61	1,949	47.4	770	45,831
Louisiana								
1995	1,942	(10)	(2)	79	941	18	55	23,000
1994	1,808	(10)	(2)	79	871	14.5	45	26,300
1995 Total	24,104	1,751,300	28,000	194	4,026	64.4	1,090	368,661
1994 Total	25,082	1,681,200	25,000	197	4,103	61.9	1,030	412,699

For footnote information, see Table 12. Source: U.S. Department of Agriculture.

11 Animal statistics: SOUTHERN PLAINS

Southern Plains states animal numbers

State	Layers (1)	Broilers (3)	Turkeys (4)	Milk cows (1)	Other cattle (5)	Sheep and lambs (4)	Hogs and pigs (6)	Cattfish (7)
	1,000 head						1,000 lb.	
Oklahoma								
1995	3,752	198,300	(9)	97	5,503	85	1,020	284
1994	3,446	185,800	(9)	98	5,602	96	590	305
Texas								
1995	16,000	395,200	29,465*	401	14,599	1,650	500	566
1994	15,577	371,000	32,115*	387	14,701	1,700	575	1,356
1995 Total	19,752	593,500	29,465	498	20,102	1,735	1,520	830
1994 Total	19,023	556,800	32,115	485	20,303	1,796	1,165	1,661

For footnote information, see Table 12. Source: U.S. Department of Agriculture.

12 Animal statistics: PACIFIC STATES

Pacific states animal numbers

State	Layers (1)	Broilers (3)	Turkeys (4)	Milk cows (1)	Other cattle (5)	Sheep and lambs (4)	Hogs and pigs (6)	Cattfish (7)
	1,000 head						1,000 lb.	
Washington								
1995	5,373	40,300	(2)	266 ¹²	1,195 ¹²	60	51	(2)
1994	5,013	40,900	(2)	273.5 ¹²	1,297.1 ¹²	55	32	(2)
Oregon								
1995	2,613	21,100	(9)	97	1,373	353	45	(2)
1994	2,640	21,500	(9)	100	1,370	330	64	(2)
California								
1995	25,312	235,800	22,000	1,254	3,346	1,000	240	3,550
1994	25,995	226,200	21,000	1,225	3,475	1,060	255	3,070
1995 Total	33,298	297,200	22,000	1,617	5,914	1,413	336	3,550
1994 Total	33,648	288,600	21,000	1,598.5	6,142.1	1,445	351	3,070

(1) Annual average. (2) Not reported. (3) Production Dec. 1, 1993-Nov. 30, 1994. (4) Production Sept. 1, 1993-August 31, 1994.
 (5) End of year inventory. (6) Dec. 1, 1994, inventory. (7) Weight, in pounds, in all food-size fish sold. (8) Maryland and Delaware turkey numbers combined under Maryland. (9) Michigan, Nebraska, Oregon, Utah, Oklahoma, Texas and Wisconsin turkey numbers combined under Texas.
 (10) Connecticut, Illinois, Indiana, Louisiana, North Dakota and South Dakota combined. (11) Arkansas, Delaware, Florida, Georgia, Hawaii, Mississippi, Rhode Island and South Carolina sheep and lamb numbers combined under Arkansas. (12) Hawaii dairy and beef cattle numbers combined with Washington.
 Source: U.S. Department of Agriculture.

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13 Feed/price ratios, 1991-95

Feed/price ratio	1991	1992	1993	1994	1995
Broiler/feed: Pounds of broiler grower feed equal in value to 1 lb. of broiler, live weight ¹	4.7	5.3	4.5	5.3	5.0
Egg/feed: Pounds of laying feed equal in value to 1 doz. eggs ¹	8.4	10.5	7.9	9.7	9.0
Hog/corn: Bushels of corn equal in value to 100 lb. of hog live weight ¹	15.3	20.3	16.1	16.8	16.4
Milk/feed: Pounds of 16% mixed dairy feed equal in value to 1 lb. of whole milk ¹	3.04	2.96	2.62	2.73	2.64
Turkey/feed: Pounds of turkey grower equal in value to 1 lb. of turkey, live weight ¹	6.0	6.3	5.4	6.7	6.3

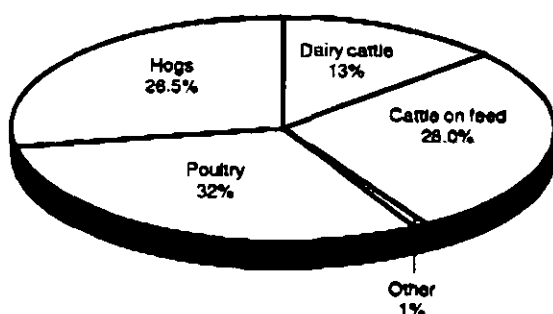
¹Commercial feed prices were surveyed in January of each year.
Source: U.S. Department of Agriculture Ag Prices report

14 Feed concentrates, number of animal units and feed per unit, 1992-94

	Crop year		
	1992	1993	1994
----- Million metric tons -----			
Annually			
Corn	134.6	119.7	140.6
Sorghum	12.1	12.4	10.2
Oats	3.0	3.1	2.6
Barley	3.8	6.0	4.7
Wheat and rye	4.2	9.7	7.8
Oilseed meals	24.5	25.5	27.5
Animal protein feeds	3.0	3.2	3
Grain protein feeds	0.8	1.0	0.4
Other byproduct feeds	12.5	12.9	9.8
Total	198.6	193.5	208.4
Grain-consuming animal units (GCAUs) Million units			
Dairy cattle	11.0	10.8	10.7
Beef cattle	23.5	23.9	23.3
Hogs	22.3	22.4	23.1
Poultry	25.3	26.2	26.9
Other	0.7	0.7	0.6
Total	84.1	84.0	84.6
Concentrates fed/GCAU Tons per unit			
Four feed grains	1.9	1.7	1.9
All concentrates	2.4	2.3	2.4

Source: U.S. Department of Agriculture Feed Situation & Outlook report.

Grain-consuming animal units

15 Processed feeds, 1992-94¹

Feed	1992	1993	1994
----- 1,000 metric tons -----			
High protein			
Oilseed meal			
Soybean ²	22,000	22,725	24,222
Cottonseed	1,287	1,284	1,542
Linseed	96	103	102
Peanut	161	103	175
Sunflower	401	290	578
Canola	592	1,014	941
Total	24,538	25,518	27,560
Animal proteins			
Tankage and meat meal	2,152	2,209	2,322
Fish meal and solubles	450	544	272
Milk products	413	413	408
Total	3,014	3,166	3,003
Grain protein feeds			
Gluten feed and meal	796	1,035	397
Brewers dried grains	0	0	NA
Distillers dried grains	0	0	NA
Total			397
Other			
Wheat millfeeds	6,300	6,652	6,571
Rice millfeeds	548	590	669
Aflata meal	284	188	214
Fats and oils	991	1,070	1,026
Miscellaneous byproduct feeds ³	1,327	1,324	1,343
Total	12,478	12,903	9,823
Grand total	40,823	42,622	40,783

¹Year beginning October. Adjusted for stocks, production, foreign trade and nonfeed uses where applicable.

²Includes use in edible soy products and shipments to U.S. territories.

³Allowance for hominy feed, oat millfeeds and screenings.

Source: U.S. Department of Agriculture Feed Situation & Outlook report.

16 Animal production and food consumption, 1989-95

	1989	1990	1991	1992	1993	1994	1995 as a % of 1994
Beef							
Fed cattle marketed, million head, 13 major states	22.9	22.6	22.4	22.1	22.3	22.9	101.7
Beef consumption, lb. per capita (retail weight)	69.3	67.8	67.3	66.8	65.1	67.4	100
Dairy							
Cows, million head	10.1	10.1	10.0	9.8	9.7	9.6	99
Commercial disappearance of milk, billion pounds	135.4	139.0	139.3	142.0	145.2	150.1	100
Sheep and lambs							
Lamb crop, million head	7.19	7.7	7.7	7.3	6.4	5.9	95
Lamb and mutton consumption, lb. per capita	1.5	1.5	1.5	1.5	1.3	1.2	100
Swine							
Swine production, million head	88.7	85.1	86.2	94.8	97.0	101.1	99.6
Pork consumption, lb. per capita	52.0	49.8	50.4	50.4	52.3	53.1	98.7
Turkeys							
Turkeys raised, million head	261.3	282.0	285.0	281.3	287.2	289.0	101.2
Turkey consumption, lb. per capita (ready-to-cook)	17.2	18.4	19.0	18.0	17.8	18.0	99.4
Broilers							
Broiler production, billion head	5.0	5.8	6.1	6.4	6.7	7.0	104.2
Chicken consumption, lb. per capita (ready-to-cook)	67.1	70.1	73.5	70.7	68.3	69.9	99.7
Laying hens							
Layers on farms, million hens	272	274	278	279	285	292	99.6
Egg consumption, number per capita (farm basis)	237.3	235.0	232.9	231.8	234.3	238.5	98.4
Horses							
Horse population, million (est)*	6.0	6.0	6.0	5.25	5.25	5.25	100

*Source: American Horse Council

17 Key statistical indicators, 1989-95

	1989	1990	1991	1992	1993	1994	1995
Prices received by farmers*	147	150	144	139	143	100	102
Livestock and products	160	171	160	156	162	95	92
Crops	134	128	127	121	123	105	112
Prices paid by farmers, all items*							
Production items	165	171	174	174	179	106	108
Commodities & services, interest, taxes & wages	178	184	189	191	195	106	109
Farm income							
Cash receipts (\$ billion)	159	69	188	177	175	179	202
Livestock (\$ billion)	84	90	85	86	90	87	100*
Crops (\$ billion)	75	79	83	84	85	91	102*
Gross cash income (\$ billion)	177.5	188.0	183.0	185.0	187.2	193.7	188.0-200.0
Gross cash expenses (\$ billion)	122.8	124.0	126.0	144.0	138.7	142.7	159.0-167.0
Farmers' total net farm income (\$ billion)	46.7	50.8	44	51	43.4	47.3	34-44
Market basket (1982-84=100)							
Retail cost	125	134	137	138	142	145	149
Farm value	107	114	106	103	105	102	103
Spread	134	144	154	157	162	169	175
Farm value/retail cost (%)	30	30	27	26	26	25	24
Retail prices (1982-84=100)							
Food	125	132	137	138	141	144	148
At home	124	132	136	137	140	144	149
Away-from home	127	133	139	141	143	148	152
Commercial production							
Red meat (million pounds)	39,418	38,608	39,402	40,780	40,568	42,529	43,518
Poultry (million pounds)	22,039	23,631	24,872	26,383	27,539	29,346	30,644
Eggs (million dozen)	5,598	5,660	5,758	5,882	5,960	6,172	6,190
Milk (billion pounds)	144.3	148.3	148.5	152.0	151.0	153.6	155.6
Consumption, per capita							
Red meat and poultry	210.4	210.8	214.7	208.4	207.8	212.1	211.3
Agricultural exports (\$ billion)	39.7	40.1	37.5	37.4	42.6	43.5	54.1
Agricultural imports (\$ billion)	21.5	22.5	22.6	22.8	24.5	26.4	24.6

*1977=100 for 1988-1994. Beginning in Jan. 1995 base becomes 1990-92=100

Source: U.S. Department of Agriculture



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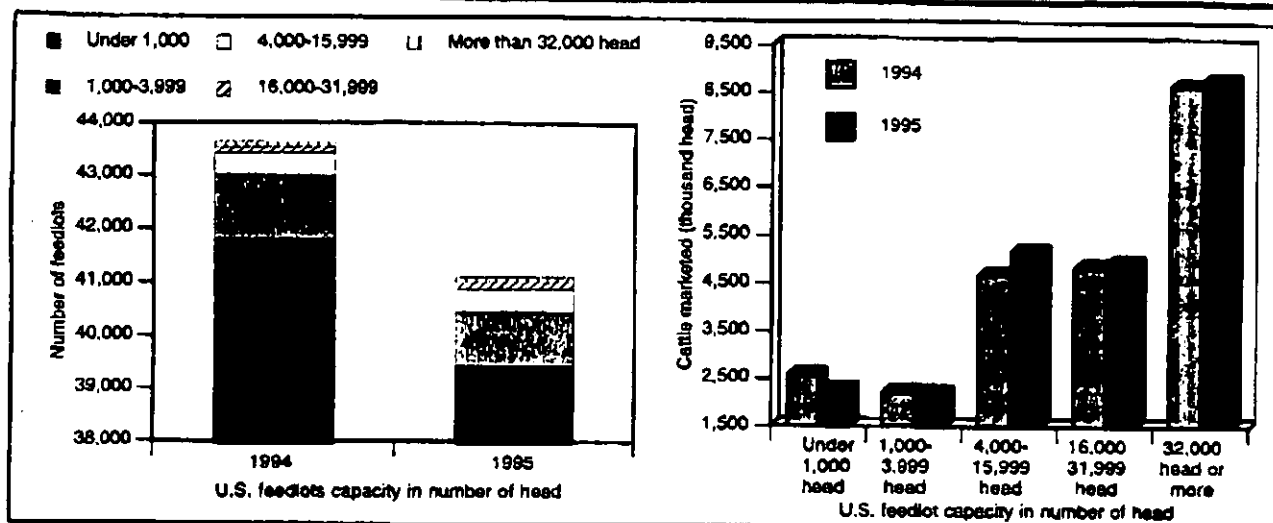
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18 U.S. cattle feedlots and marketings (13 states), 1994-95



19 Top 20 U.S. commercial cattle-feeding operations, 1995*

Rank*	Name	Head office	1995 marketings/ No. cattle fed in 1995	One-time capacity	Total feedyards
1	Continental Grain Co.	Boulder, Colo.	900,000/confidential	375,000	7
2	Cactus Feeders Inc.	Amarillo, Texas	confidential/confidential	300,000	5
3	Montfort Inc.	Greeley, Colo.	confidential/confidential	300,000	4
4	Caprock Industries	Amarillo, Texas	confidential/confidential	273,000	6
5	National Farms, Inc.	Kansas City, Mo.	confidential/confidential	229,000	7
6	J.R. Simplot Co.	Boise, Ida.	confidential/confidential	225,000	4
7	AzTx Cattle Co.	Hereford, Texas	not available/not available	200,000	5
8	Friona Industries L.P.	Amarillo, Texas	298,593/40,582	189,000	5
9	Cattleco/Liberal Feeders	Pt. Morgan, Colo.	400,000/confidential	175,000	4
10	Hitch Enterprises, Inc.	Guymon, Okla.	confidential/confidential	158,000	3
11	Koch Beef Co.	Wichita, Kan.	confidential/confidential	145,000	5
12	Irsik & Doll	Cimarron, Kan.	confidential/confidential	136,000	5
13	Agri Beef Co.	Boise, Ida.	252,000/45,000	135,000	4
14	Gonsch Feeding Corp.	Elkhorn, Neb.	confidential/100%	135,000	3
15	Barrett-Crofoot Inc.	Hereford, Texas	confidential/confidential	120,000	2
16	Harris Feeding Co.	Coalinga, Cal.	175,000/110,000	120,000	2
17	Brookover Companies	Garden City, Kan.	220,000/25,000	110,000	3
18	McElhaney Cattle Co.	Wellton, Ariz.	119,475/83,000	102,000	1
19	Dinklage Feedyards, Inc.	Sidney, Neb.	confidential/confidential	100,000	5
20	Timmerman & Sons Feeding Co.	Springfield, Neb.	confidential/confidential	98,000	7
21	Four States Feedyards, Inc.	Lamar, Colo.	confidential/confidential	93,000	4
22	Bar G Feedyard	Summersfield, Texas	195,000/confidential	85,000	1
23	Pratt Feeders, Inc.	Pratt, Kan.	190,000/none	85,000	3
24	Bardett Cattle Co.	Kansas City, Kan.	160,000/160,000	80,000	2

*Based on one-time capacity estimates in the National Cattlemen's & Beef Assn. 1996 annual publication *Directions*.

20 Concentration of cattle on feed in 13 leading states, 1994-95

Rank-- 1995	Rank-- 1994	State	Inventory (thousand)
1	1	Texas	2,630
2	2	Kansas	2,210
3	3	Nebraska	2,030
4	4	Colorado	1,070
5	5	Iowa	730
6	7	Oklahoma	415
7	6	California	350
8	9	Minnesota	335
9	8	South Dakota	330
10	10	Illinois	290
11	11	Idaho	270
12	—	Ohio	235
13	12	Arizona	222
Total for 13 states			11,117

Source: U.S. Department of Agriculture.

21 Concentration of milk cows in 10 leading states, 1994-95

Rank-- 1995	Rank-- 1994	State	Milk cows (thousands)
1	1	Wisconsin	1,478
2	2	California	1,259
3	3	New York	702
4	4	Pennsylvania	647
5	5	Minnesota	600
6	8	Texas	400
7	7	Michigan	328
8	8	Ohio	287
9	10	Washington	264
10	9	Iowa	250
Total for 10 states			6,213
Percent of all milk cows in 1995			66%

Source: U.S. Department of Agriculture

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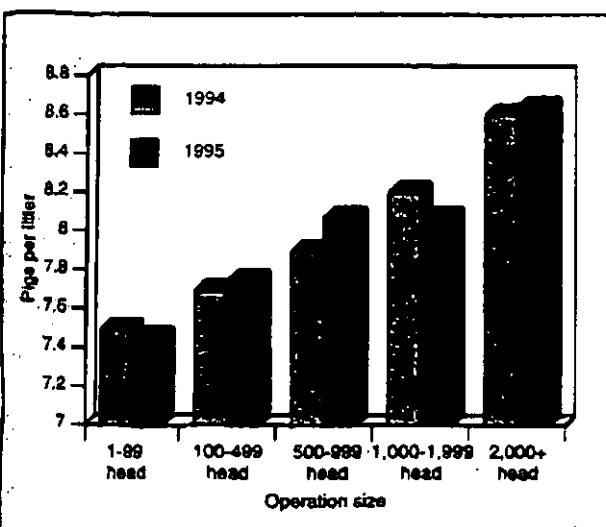
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22 Pigs per litter by operation size, 1994-95**23 Concentration of hog production in 15 leading states, 1994-95**

---Rank---		State	Hogs and pigs (thousand)
1995	1994		
1	1	Iowa	14,400
2	2	North Carolina	8,300
3	4	Minnesota	5,050
4	3	Illinois	4,900
5	6	Indiana	4,150
6	5	Nebraska	4,100
7	7	Missouri	3,600
8	8	Ohio	1,850
9	9	South Dakota	1,500
10	10	Kansas	1,250
11	11	Michigan	1,150
12	12	Pennsylvania	1,040
13	13	Wisconsin	930
14	14	Georgia	930
15	15	Kentucky	800

Total for 15 states 53,900

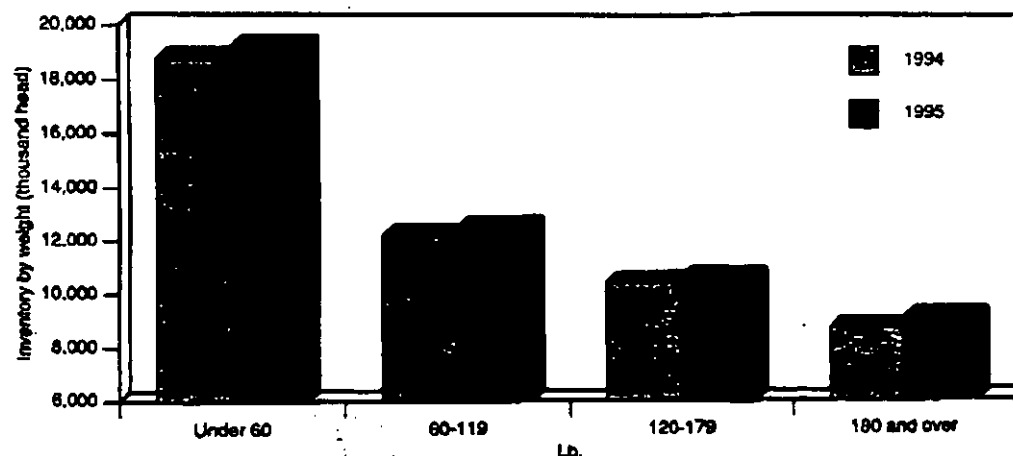
Percent of all hogs in 1995 89.6%

Source: U.S. Department of Agriculture

24 Number of hog and pig operations by top states, 1994-95

	---1-99 head---		---100-499 head---		Operations having: ---500-999 head---		---1,000 head or more---	
	1994	1995	1994	1995	1994	1995	1994	1995
	Number							
Georgia	3,900	2,900	930	930	190	190	180	180
Illinois	3,800	3,200	4,000	3,700	1,900	1,500	1,300	1,200
Indiana	5,500	4,500	3,500	3,100	1,200	1,000	1,000	1,000
Iowa	7,000	5,100	12,300	11,000	8,000	5,700	3,700	3,200
Kansas	2,300	2,300	1,600	1,500	380	270	240	230
Minnesota	6,000	5,600	5,200	3,700	1,700	1,500	1,100	1,200
Missouri	5,300	4,400	3,500	2,700	1,000	850	700	550
Nebraska	3,650	3,200	5,150	4,700	1,450	1,300	750	800
North Carolina	5,000	4,400	550	460	280	260	1,170	1,480
Ohio	9,200	8,600	3,100	2,800	730	600	370	300
10 states	51,650	44,200	39,830	34,590	14,810	13,170	10,510	10,140

Source: U.S. Department of Agriculture

25 Market hogs and pigs — Inventory number by weight group, 1994-95

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26 Broiler production, mid-1995

Company	Average weekly production (million pounds) ready-to-cook weight basis
1. Tyson Foods	115
2. Gold Kist	45
3. Perdue Farms	42
4. ConAgra Poultry	35
5. Pilgrim's Pride	25
6. Wayne Poultry	20
7. Hudson Foods	18
8. Seaboard Farms	14
9. Townsends	12
10. Foster Farms	12
11. Cagle's	12
12. Fieldale Corp.	11
13. Sanderson Farms	11
14. Allen Family Foods	11
15. Wampler-Longacre	10
16. Marshall Durbin	9
17. O.K. Foods	9
18. Choctaw Maid Farms	8
19. Campbell Soup/Herder Farms	7
20. B.C. Rogers Poultry	7
21. Simmons Foods	7
22. George's	6
23. Mountaire Farms	6
24. Peco Foods	6
25. Peterson Farms	4
26. Zacky Foods	4
27. Recco Foods	4
28. Columbia Farms	4
29. Gold'n Plump Poultry	4
30. Case Farms	4
31. Empire Kosher Poultry	3
32. Golden Rod Broilers	3
33. Claxton Poultry	3
34. Mar-Jac	3
35. Burnett Poultry	2.5
36. Harrison Poultry	2.5
37. Amick	2.5
38. Sylvest Farms	2
39. House of Reelford	2
40. Pennfield Farms	1.5
41. Farmer's Pride	1.5
42. Pederson's Fryer	1
43. Draper Valley	1
44. Park Farms	1
45. Acme Poultry	0.5
46. Gentry Poultry	0.5
47. Dawn Poultry/Zantic	0.5

Source: National Broiler Council

27 Concentration of broilers in 15 leading states, 1994-95

1995	1994	State	Broilers (thousands)
1	1	Arkansas	1,107,300
2	3	Georgia	1,070,000
3	2	Alabama	900,000
4	4	N. Carolina	670,000
5	5	Mississippi	644,000
6	6	Texas	395,000
7	7	Maryland	295,000
8	8	Delaware	263,300
9	9	Virginia	260,700
10	10	California	235,200
11	11	Oklahoma	198,800
12	12	Missouri	190,600
13	13	South Carolina	162,000
14	14	Florida	139,800
15	-	Tennessee	130,000

Total for 15 states 6,660,200

Percent of all broilers in 1995 87%

Source: U.S. Department of Agriculture.

28 Concentration of laying hens in 15 leading states, 1994-95

1995	1994	State	Laying hens (thousands)
1	1	California	25,510
2	4	Ohio	22,509
3	2	Pennsylvania	21,506
4	3	Indiana	21,062
5	5	Georgia	18,960
6	9	Iowa	17,766
7	7	Texas	16,480
8	6	Arkansas	16,019
9	8	North Carolina	13,810
10	11	Minnesota	11,435
11	10	Alabama	11,340
12	12	Florida	9,723
13	13	Nebraska	9,180
14	14	Missouri	8,951
15	15	Mississippi	8,231

Total for 15 states 228,487

Percent of all layers in 1995 76.6%

Source: U.S. Department of Agriculture.

29 Concentration of turkey production in 15 leading states, 1994-95

1995	1994	State	Turkeys (million)
1	1	North Carolina	60.0
2	2	Minnesota	41.5
3	3	Arkansas	25.0
4	6	Virginia	22.0
5	4	California	21.0
6	5	Missouri	20.0
7	7	Indiana	14.0
8	8	Pennsylvania	10.5
9	9	Iowa	8.8
10	11	Ohio	6.0
11	10	South Carolina	5.8
12	12	Colorado	4.9
13	13	West Virginia	4.8
14	14	Illinois	3.8
15	15	Kansas	1.6

Total for 15 states 249.7

Percent of all turkeys in 1995 87.1%

Source: U.S. Department of Agriculture.

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Grain Storage

Grain-storage capacity — as well as the number of off-farm storage facilities — declined in the U.S. again last year.

According to the U.S. Department of Agriculture, on-farm capacity as of Dec. 1, 1995, was 11.195 billion bushels, compared with 11.5 billion one year previously.

Capacity of off-farm storage as of Dec. 1, 1995, was 8.301 billion bushels, compared with 8.381 billion at the end of 1994. Twenty-two states reported declines, the same number as a year ago.

The number of off-farm facilities in 1995 was 11,090, compared with 11,595 a year earlier, 11,856 in 1993 and 12,504 in 1992.

Off-farm grain-storage capacity includes capacity at all elevators, warehouses, terminals, merchant mills, other storage facilities and oilseed crushers that store grain, soybeans, sunflowers or flaxseed.

States that offer the most off-farm storage included Illinois, with 1,097 facilities; Texas with 837; Kansas with 866, and Iowa with 671. ■

30 Capacity of on-farm storage facilities by states, Dec. 1, 1994, and Dec. 1, 1995¹

State	Million bushels		State	Million bushels	
	1994	1995		1994	1995
Alabama	40	40	New York	95	95
Arkansas	115	105	North Carolina	110	110
Colorado	170	170	North Dakota	760	760
Georgia	100	90	Ohio	400	400
Idaho	125	135	Oklahoma	90	90
Illinois	1,220	1,260	Oregon	60	55
Indiana	690	659	Pennsylvania	160	150
Iowa	1,650	1,650	South Dakota	540	520
Kansas	400	420	Tennessee	85	80
Kentucky	180	170	Texas	180	160
Michigan	260	250	Virginia	50	45
Minnesota	1,300	1,250	Washington	80	80
Mississippi	70	65	Wisconsin	430	420
Missouri	390	390	Other states ²	310	280
Montana	340	330	U.S. total	11,500	11,195
Nebraska	1,100	1,025			

¹Excludes Alaska and Hawaii

²Arizona, California, Delaware, Florida, Louisiana, Maryland, Nevada, New England states, New Jersey, New Mexico, South Carolina, Utah, West Virginia and Wyoming.

Source: U.S. Department of Agriculture Jan. 12, 1994, Grain Stocks report.

31 Number and capacity of off-farm storage facilities by states, Dec. 1, 1994, and Dec. 1, 1995

State	Number of facilities		Rated off-farm storage capacity 1,000 bu.		State	Number of facilities		Rated off-farm storage capacity 1,000 bu.	
	1994	1995	1994	1995		1994	1995	1994	1995
Alabama	99	104	31,460	30,210	New England	28	29	7,670	7,800
Arizona	33	33	22,300	24,600	New Jersey	21	21	2,370	2,370
Arkansas	213	200	218,890	218,830	New Mexico	28	27	15,630	16,620
California	173	165	98,040	95,000	New York	84	81	40,250	40,390
Colorado	139	136	114,700	114,080	North Carolina	281	253	78,950	75,780
Delaware	21	21	20,960	21,920	North Dakota	448	440	251,060	251,070
Florida	3535	38	9,290	9,820	Ohio	549	543	333,020	334,780
Georgia	237	229	56,620	57,480	Oklahoma	296	296	242,040	246,160
Idaho	75	85	94,840	101,720	Oregon	124	123	68,070	67,430
Illinois	1,050	1,097	1,117,200	1,112,420	Pennsylvania	248	237	28,860	32,010
Indiana	486	454	345,280	334,230	South Carolina	107	103	28,770	26,930
Iowa	694	671	986,590	987,350	South Dakota	297	292	122,110	122,550
Kansas	889	866	834,010	817,020	Tennessee	244	236	59,370	58,430
Kentucky	238	236	57,500	55,510	Texas	857	837	840,200	806,480
Louisiana	64	58	92,080	91,670	Utah	57	37	20,620	19,900
Maryland	66	64	44,180	44,310	Virginia	129	130	28,260	34,130
Michigan	304	293	148,000	146,000	Washington	290	288	216,820	212,500
Minnesota	705	545	484,160	488,500	Wisconsin	466	453	176,820	177,750
Mississippi	103	95	63,000	59,500	Wyoming	21	20	9,460	8,990
Missouri	533	519	250,880	277,310	Nevada/West Virginia	11	10	1,130	930
Montana	187	155	67,880	60,720	U.S. total	11,595	11,090	8,381,070	8,301,130
Nebraska	587	570	651,830	649,850					

Source: U.S. Department of Agriculture Grain Stocks report.