

Missouri Livestock Market Outlets

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There are 640 outlets in Missouri where one or more species of livestock may be sold. This does not include special sales by breed associations and livestock shows.

Major types of these livestock market outlets are: terminal, local markets, auctions, dealers and/or order buyers and slaughter plants.

Auction Markets (Fig. 1)

Livestock consigned to this type of market are sold on an auction basis with bidding and selling open to the public.

There are two major types of auctions in Missouri.

1. Regular Auctions—These auctions operate on a regular schedule one or more days a week. The regular auction will receive and sell all classes and species of livestock. The regular auctions are also called local sale barn, and community sales.

2. Special Auctions—This type of auction is held primarily for feeder livestock. The schedule for these sales varies from weekly to infrequent intervals usually in the spring or fall. Most of these auctions are cooperatively owned. (These also include MFA and Interstate feeder pig markets.)

Terminal Markets (Fig. 2)

This type of market is also referred to as a central market, public stockyards, open market, and central public market. The facilities are owned by a stockyards company.

Income of the stockyards company is from renting facilities and providing services rather than from purchasing or selling livestock.

Anyone can use the facilities of a terminal market to buy or sell livestock, but in most instances both seller and buyer are represented by a professional sales agent or buyer. The major exception is purchase of feeder livestock.

Two or more commission firms must operate on these markets for them to be properly classified as a terminal. Neither the stockyards company nor the selling agency (commission firm) takes title to the sellers livestock; instead, they provide their services for a fee.

Private treaty traditionally has been the method of trade but all of the terminal markets shown in Figure 3 sell some classes of livestock by auction one or more days a week.

Local Markets (Fig. 2)

Local markets are located in the country near areas of livestock production. These markets have fixed facilities, such as pens, chutes, and scales, for handling livestock. The market operates on a regular schedule of one or more days a week. Most local markets in Missouri handle only slaughter hogs. These markets are also referred to as Local Hog Markets and Country Markets.

Most of the local markets act as a dealer, that is they take title to the livestock and resell in most instances to a packer. The major exception would be the local markets owned by a packer.

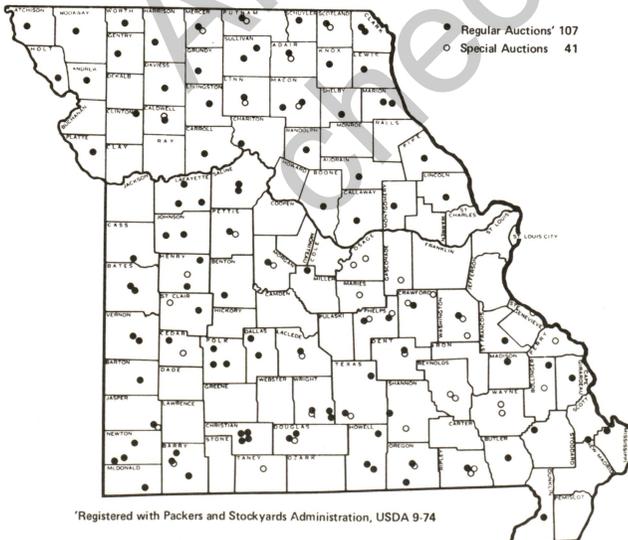


Figure 1. Auction Markets

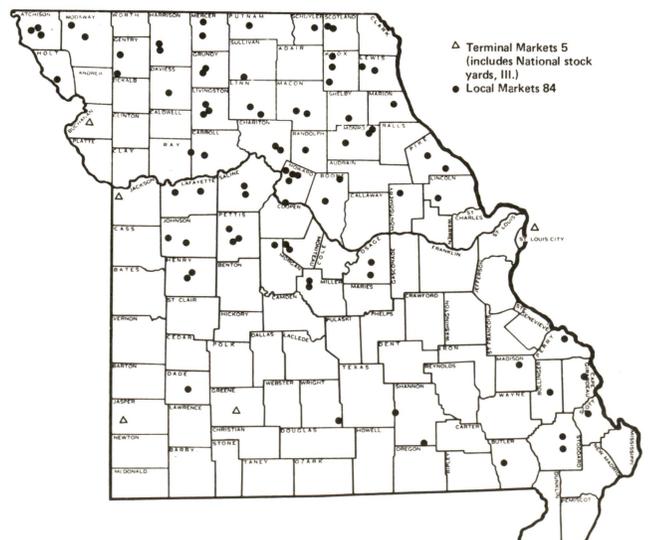


Figure 2. Terminal and Local Markets

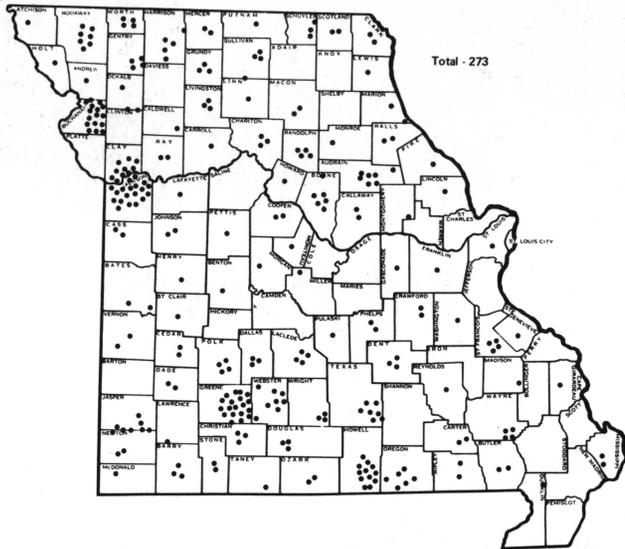


Figure 3. Dealers and or Order Buyers (Includes only those registered with Packers and Stockyards Administration, USDA 9-74)

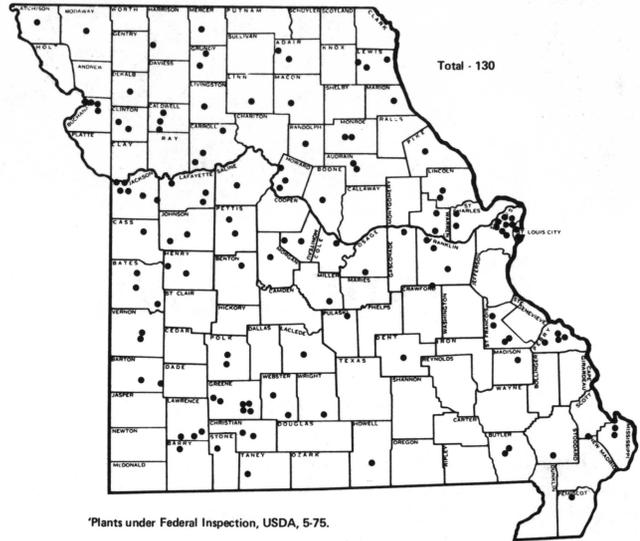
Dealers (Fig. 3)

Livestock dealers are independent operators who buy and sell livestock. The dealer takes title to the livestock and resells. His income is derived from selling at a higher price than he paid. Most dealers have limited facilities for handling livestock, in many instances only a truck.

Order Buyers

Order buyers act as the agent of buyers in procuring livestock. For this procuring service order buyers charge a fee based on a per head or weight basis.

Most order buyers in Missouri also operate as dealers.



*Plants under Federal Inspection, USDA, 5-75.

Figure 4. Slaughter plants

Slaughter Plants (Fig. 4)

There are 130 plants in Missouri that slaughter one or more species of livestock. Some of these plants are quite large and the major proportion of their business is slaughtering livestock and selling the product at wholesale. However a substantial number of these plants are combined with a locker plant. Many of these firms also sell direct to consumers.

Some Missouri slaughter plants buy livestock only at a terminal market, auction, or through an order buyer. They may also buy at the plant and/or at the farm. Some packers also operate local markets.