

## PART VII

## FARM MARKETING AND EXPENDITURES

Transportation Facilities

Four railroad mainlines provide transcontinental service to Spokane, west coast cities, and other points throughout the country. The Northern Pacific Railway runs northeast to southwest through the county, connecting Tokio, Ritzville, Lind, Cunningham, and Hatton. The Chicago, Milwaukee, St. Paul and Pacific Railroad runs east to west through the county, connecting Paxton, Marengo, Lind, Roxbro, and Othello. Two railroads, the Union Pacific Railroad and Spokane, Portland and Seattle Railway, follow roughly parallel routes in a north-south direction through eastern Adams County. The county's four main shipping points are Lind, Ritzville, Othello, and Wastucna.

Adams County, except for a few rough areas in the eastern part, is well covered with a network of roads. Interstate Highway 90-10 crosses the county from east to west, combining with U.S. Highway 395 from Pasco at Ritzville. Connecting state highways include Routes 21, 26, 17, and 261. County and other roads cover all major areas of the county. Thirty percent of farms in the county in 1959 were on hard surfaced roads and 67 percent were on gravel or other improved roads. Highway mileage from Ritzville, the main grain shipping center, to Spokane is 68, to Pasco 75, to Portland 306, and to Seattle 219.

Marketing Crops

The largest agricultural marketing activity in the county is the handling and shipping of field crops, which in 1959 accounted for 85 percent of the value of all farm products sold. Marketing wheat and other small grains involves transferring over ten million bushels annually from growers to elevators, mills, and feeders.

Some of the county's wheat crop moves by truck to Pasco where it is loaded on barges bound for Portland and other terminals for export. Other wheat goes to country elevators for shipment by rail and truck to Seattle, Spokane, and out-of-state. Most wheat is of the soft, white variety used in bakery goods and pasteries rather than for bread. Facilities within the county for handling and storing grain are provided by 15 different companies having a total of 43 warehouses at 22 locations. The combined storage capacity of these houses, which do not include subterminals, added up to 11,549,300 bushels in 1965.

Most barley in recent years goes for export as livestock feed or human food. Very little malting barley is raised in Washington. Rye, classed as a food grain, is largely fed to livestock in Washington. Nearly all the oat crop is fed to livestock--to a large extent on the farm where grown. Most alfalfa is fed to livestock on the farm where grown or sold to feedlots in Adams and neighboring counties. Most other hay crops (small grains cut for hay, wild hay, silage, and clover-timothy) are fed to livestock on the farms where grown. Field corn is either fed on the farm where grown or sold to Columbia Basin feedlots.

For crops that lend themselves to either fresh or processed form, the current trend is for an increasingly larger proportion to be processed. Although early potatoes from Adams County now go mainly to fresh markets, an increasing amount each year is being sold to processors in Othello, Warden, Prosser, and other

Table 33. Public Grain Warehouses in Adams County Licensed for the Period July 1, 1965 to June 30, 1966.

Warehouse Company	Location	Number of houses	Commodity
Anderson Feed & Produce	Othello	1	Barley, wheat
Benge Elevator Company	Benge	1	Wheat
Columbia Producers, Inc.	Bruce	1	Grain
Connell Grain Growers, Inc.	Hatton	2	Barley, wheat
" " " "	Cunningham	1	Wheat
Empire Seed Co.	Othello	2	Beans
Gemberling Grain Co.	Ritzville	1	Wheat
" " " "	Tokio	1	Wheat
Odessa Trading Co.	Batum	1	Wheat
" " " "	Moody	2	Wheat, rye
Odessa Union Warehouse Co-op	Schoonover	1	Wheat
" " " "	Laver	2	Wheat, barley
" " " "	Packard	1	Wheat
" " " "	Reiman	1	Wheat
Ritzville Warehouse Co.	Ritzville	3	Wheat
" " " "	Ralston	3	Wheat
" " " "	Tokio	2	Wheat
" " " "	Marcellus	1	Wheat
Sprague Grain Growers, Inc.	Pifer	1	Barley, wheat
" " " "	Keystone	1	Barley, wheat
Sun Basin Growers, Inc.	Bruce	2	Beans, grain
Union Elevator and Warehouse Co., Inc.	Lind	4	Barley, rye, wheat
" " " " " "	Pizarro	1	Wheat
" " " " " "	Schrag	1	Wheat
" " " " " "	Paha	1	Wheat
Washtucna Grain Growers, Inc.	Washtucna	4	Barley, wheat
Western Farmers Assoc.	Othello	1	Beans

Source: State of Washington Department of Agriculture, Olympia.  
Public Grain Warehouses Licensed for Period July 1, 1965 to June 30, 1966.

Columbia Basin localities. Most of the late potato crop goes into storage for processing. Eventual markets for processed potatoes, in the form of potato chips, french fries, hash browns, and canned potatoes, are in the Midwest, South, East, and along the West Coast. Nearly all sweet corn and green peas are bought by a processor in Othello, with small quantities of sweet corn reaching local fresh markets.

Most dry peas in Adams County are grown for seed, under contract from processor and cleaner-dealer companies located in Washington and other states. Dry beans go to dealers in Othello where they are cleaned and sold in 100-pound bags for human food products. Sugar beets are sold to a refinery at Moses Lake in Grant County. Hay and grass seed crops are sold through cleaner-dealers to major seed houses in Grant County.

Oil is extracted from peppermint and spearmint in local distilleries and sold to buyers in the Yakima Valley. From here the oil goes through a refining process and is resold to eastern buyers for use as food flavoring and in medicinal products. Tree fruit and berry production is minor and is mostly consumed by local fresh markets.

#### Marketing Livestock and Dairy Products

Most feedlots in Adams County are small operations run by farmers in conjunction with other farm activities. The relatively small number of commercial feeders, however, along with a few large farm feedlots, feed a majority of the cattle. Large feedlots (having at least 1,000 head capacity) have been established at Othello and Cunningham.

Feeder cattle moving onto feedlots are generally of two types. One is "warmed-up" or "short-fed" cattle--trade terms for cattle partially fed but not fat for market. These come mainly from irrigated farms and move by private sale to feedlots for final finishing, with smaller numbers being sold through auctions at Pasco, Othello, Moses Lake, and Quincy.

Other feeder cattle come from cow-calf herds in eastern Adams and other counties. These move to feedlots either through private sale or through auctions at Moses Lake and Davenport. Large feedlots obtain feeder cattle from neighboring counties and states and even Canada. Conversely, feeder cattle raised on farms and ranches in Adams County are sometimes sold to feedlots outside the county. Some of Adams County's cow-calf operators now finish their own beef animals.

Large feedlots generally sell their finished cattle directly to packer-buyers. Most fed cattle from the smaller lots are marketed through auctions at Othello, Moses Lake, Quincy, Davenport, and Pasco. Two state-inspected slaughterhouses are located in Adams County, one at Ritzville and one at Lind.

Some fat hogs from western Adams County irrigated farms are sold through auctions at Othello and Moses Lake, while others are bought by packer-buyers through the hog station at Warden. Fat hogs from the larger operations in the eastern part of the county are marketed chiefly at Davenport in Lincoln County. Some hog feeders in the Yakima Valley buy feeder animals directly from farms in Adams as well as other Columbia Basin counties.

Sheep, lambs, and wool from Adams County are marketed chiefly through the Columbia Basin Wool Growers Association in Moses Lake. The Washington Wool Growers Association holds an annual ram sale which accounts for a few sheep sold from Adams County.

Milk goes to processors in Moses Lake and the Tri-Cities (Pasco-Kennewick-Richland) area or is sold locally. There is no formal market in Adams County for poultry or poultry products and most of the production is consumed locally. Per capita egg consumption in the United States averages about 27 dozen per year. To meet this average, poultry men in Adams County would have to produce 258,000 eggs annually to supply the number of residents present in 1960. Sales off farms in the county in 1959 were about 31 percent of this figure. The majority of eggs and chickens consumed by county residents originates in other areas.

Value of Farm Products Sold

Income to Adams County farmers from sale of farm products increased from \$14,873,728 in 1949 to \$24,602,832 in 1959. Revenue from all crops sold accounted for 86 percent of the 1959 income as compared to 14 percent from sale of livestock and livestock products.

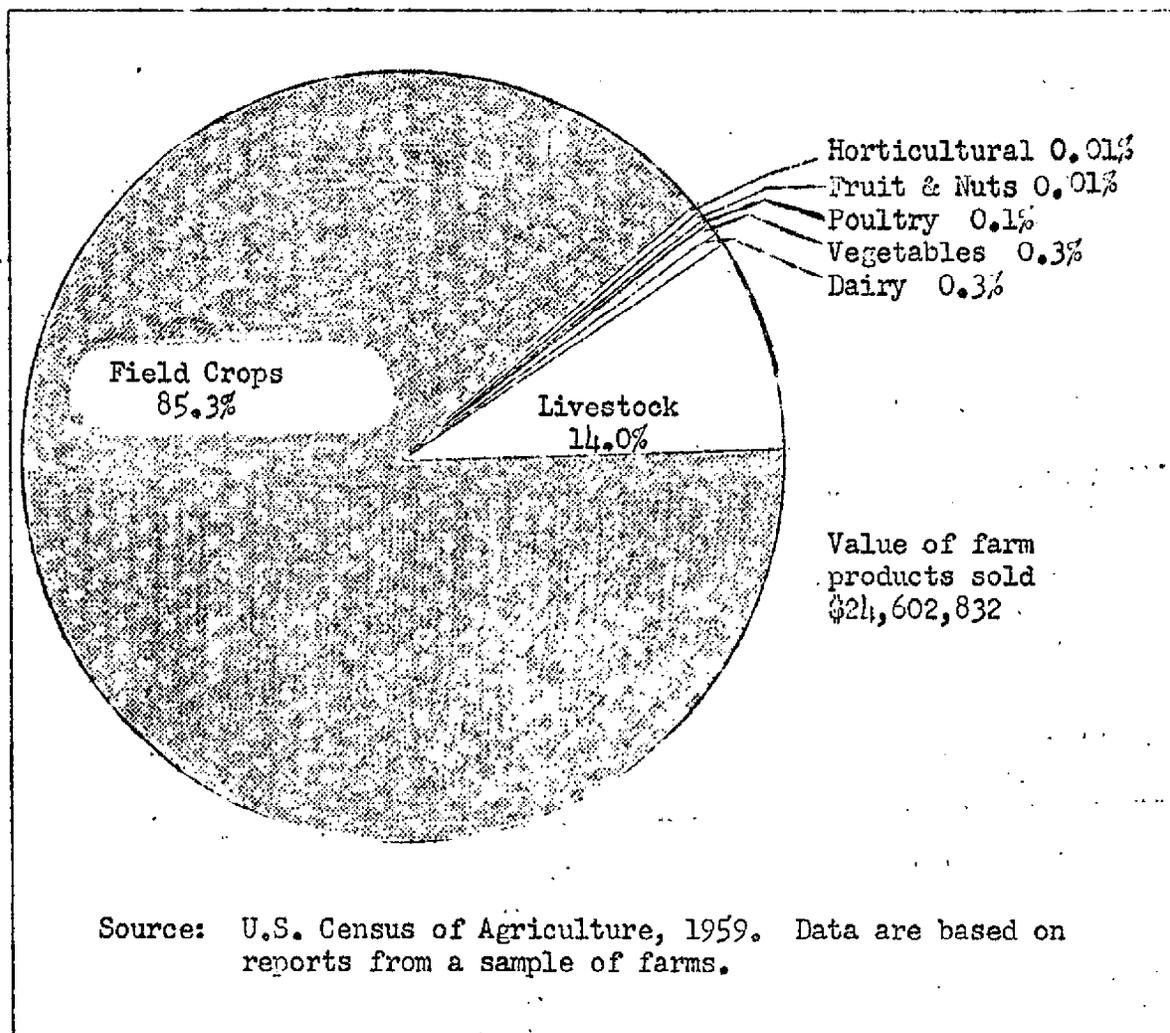


Figure 12. Relative Value of Farm Products Sold, Adams County, 1959.

Crop sales increased from \$13,645,461 to \$21,055,532 during the period from 1949 to 1959. Field crops, the main source of Adams County's agricultural income, brought in 99.7 percent of the total crop values in 1959. The remaining 0.3 percent was from sale of fruits and nuts, vegetables, and forest and horticultural specialty products.

Revenue from sale of livestock and livestock products went from \$1,225,267 in 1949 to \$3,547,300 in 1959. The increase reflects the expansion in cattle feeding operations. Cattle and calves sold alive brought in \$3,106,495 in 1959, which accounted for 88 percent of the income from all livestock and livestock products. Income from other livestock sold alive in 1959 included: hogs--\$296,769, sheep and lambs--\$20,826, and horses and mules--\$4,554. Sales of dairy products brought in

\$67,325 and poultry and poultry products, \$34,199.

Table 34. Value of Crops Marketed from Adams County Farms, 1959.

Crops Marketed	Value (dollars)	Percent of All Crops Sold
Fruits and nuts	3,304	0.01
Vegetables	60,965	0.3
Field crops other than vegetables, fruits and nuts	20,989,663	99.7
Forest products and horticultural specialties	1,600	0.01
Total value to farmers of crops sold	21,055,532	100.0

Source: U.S. Census of Agriculture, 1959. Data are based on reports from a sample of farms.

Table 35. Value of Livestock and Livestock Products Marketed from Adams County Farms, 1959.

Class of Livestock and Products Sold	Amount Received by Farmers (dollars)	Percent of Total Amount
Dairy products	67,325	1.9
Poultry and poultry products	34,199	1.0
Livestock and livestock products, other than dairy and poultry	3,445,776	97.1
Total value to farmers of livestock and livestock products sold	3,547,300	100.0

Source: U.S. Census of Agriculture, 1959. Data are based on reports for a sample of farms.

Ninety-eight percent of Adams County farms were classed as commercial by the 1959 Census of Agriculture. Twenty-two percent sold farm products worth \$40,000 or more as compared to the state average of 6 percent. Eighty-five percent of farms in the county sold products worth at least \$10,000. The proportion of farms classed as noncommercial--those earning from \$50 to \$2,499 from sale of farm products and operated on a part-time or retirement basis--amounted to only 2 percent.

#### Farm Expenditures

As agricultural activity and income have expanded, expenses have done likewise. On the basis of a 20 percent sample taken by the Census of Agriculture, \$5,660,034 was spent by Adams County farmers in 1959 for buying and feeding livestock, machine hire, labor, petroleum products, seed, and planting stock. This figure equaled 23 percent of the income from sale of farm products.

Purchases of livestock, including poultry, totaled \$1,507,423. Distributed among 300 farms for an average \$5,025 per farm, this figure exceeded any other of the specified expenses on an average per farm basis and reflects the growth of

Table 36. Farms by Economic Class, Adams County, 1959.

Economic Class	Value of Farm Products Sold (dollars)	Number of Farms <sup>1/</sup>	Percent of Total Estimated Farms in the County
Commercial Farms:		740	97.9
Class I	40,000 and over	163	21.5
Class II	20,000 to 39,999	260	34.4
Class III	10,000 to 19,999	213	28.2
Class IV	5,000 to 9,999	87	11.5
Class V	2,500 to 4,999	12	1.6
Class VI <sup>2/</sup>	50 to 2,499	5	0.7
Non-commercial Farms:		16	2.1
Class VII (part-time)	50 to 2,499	16	2.1
Class VIII <sup>3/</sup> (part-retirement)	50 to 2,499	0	0
Class IX <sup>4/</sup> (abnormal)	any amount	0	0

<sup>1/</sup> Estimated from data for a sample of farms.

<sup>2/</sup> Provided the farm operator was under 65 years of age and (1) off-farm work was less than 100 days annually, and (2) outside income was less than that from sale of farm products. If (1) and (2) did not apply, farm was called Class VII.

<sup>3/</sup> Farm operators 65 years old or over.

<sup>4/</sup> All institutional farms and Indian reservations.

Source: U.S. Census of Agriculture, 1959.

Table 37. Specified Farm Expenditures in Adams County, 1959.

Type of Expenditure	Number of farms	Expenditure for all farms (dollars)	Average per farm (dollars)
Feed for livestock and poultry	415	795,857	1,918
Purchase of livestock and poultry	300	1,507,423	5,025
Machine hire	328	309,360	943
Hired labor	638	1,517,230	2,378
Gasoline and other petroleum fuel and oil	755	1,143,978	1,515
Seeds, bulbs, trees and plants	319	386,186	1,211
Total Expenditures	---	5,660,034	---

Source: U.S. Census of Agriculture, 1959. Data are based on reports for only a sample of farms.

cattle feeding operations. Hired labor cost a total of \$1,517,230 and petroleum products, \$1,143,978. County farmers spent another \$795,857 for livestock and poultry feed, \$386,186 for seed and planting stock, and \$309,360 for machine hire.

### Fertilizer and Lime

Fertilizer was applied in the amount of 12,513 tons to 244,051 acres or 23 percent of the county's farmland in 1959. Wheatland received 6,014 tons, more than any other individual crop. Per acre applications for wheat, however, were less than for any other crop except barley. Rates for sugar beets, at an average 534 pounds per acre, were greater than for any other crop. No lime was used in 1959, as the natural alkalinity of semi-arid soils generally makes addition of lime unnecessary.

Table 38. Use of Commercial Fertilizer on Cropland and Pasture, Adams County, 1959.

Type of Land Fertilized	Number of Farms	Acres Fertilized		Amount and Type			
		Total	Percent of Total	Liquid (tons)	Dry (tons)	Total (tons)	Total per acre (pounds)
All fertilizer	591	244,051	100.0	6,330	6,183	12,513	102.5
Hay and cropland pasture	82	4,105	1.7	24	273	297	144.7
Other pasture	16	637	0.2	0	80	80	251.2
Wheat	518	184,767	75.7	4,968	1,046	6,014	65.1
Barley	205	31,932	13.1	769	212	981	61.5
Sugar beets	50	1,205	0.5	123	199	322	534.4
Other crops	203	21,018	8.8	446	4,373	4,819	450.0

Source: U.S. Census of Agriculture, 1959. Data are based on reports for a sample of farms.