

# Issues that Matter

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## ANIMAL HANDLING & IDENTIFICATION

LMA works closely with USDA, state animal health officials and industry partners to ensure livestock movement and identification requirements work in a livestock market environment. LMA provides member auctions with animal handling training, assessment, and employee certification opportunities; supporting our members' commitment to proper animal care.

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## USDA PACKERS & STOCKYARDS

Livestock markets are heavily regulated by USDA's Agriculture Marketing Service Packers and Stockyards (P&S) division. LMA actively works with P&S to help ensure compliance across the industry and also improve agency focus and consistency of enforcement.

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## DEALER STATUTORY TRUST

LMA supports the creation of a dealer statutory trust to provide livestock producers and markets financial protection in the event of a dealer default. A dealer statutory trust would give unpaid sellers of livestock first priority to reclaim livestock or, if they have been resold, the proceeds/receivables from livestock.

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## TRANSPORTATION

LMA is also active in a coalition of agriculture interests working to ensure trucking regulations, particularly Hours of Service, provide needed flexibilities when hauling live animals.

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## WHO IS LMA

Livestock Marketing Association (LMA) is the national trade association for livestock marketing businesses, representing more than 75 percent of regularly-selling livestock markets in the U.S.

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## WHO OUR MEMBERS ARE

LMA members include traditional fixed-facility livestock auctions that typically host a weekly sale, as well as online and video auctions, livestock dealers, and others involved in the marketing of livestock.

Our member livestock markets, sometimes called “sale barns” or “stockyards,” are the junction between buyers and sellers, selling livestock on a commission basis through a competitive bidding process to gain the highest price. Markets act as agents of the farmers and ranchers (producers) who depend on them to generate the greatest value for the livestock they raise. Buyers at livestock markets include producers, feeders, packers, and dealers.

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## IMPACT OF LIVESTOCK MARKETS

Each year, markets sell approximately 35 million head of cattle, 7 million head of hogs, and 3 million head of sheep/lambs. At last report, more than \$30 billion worth of livestock were sold through markets. Annually around 80 percent of cattle producers use auctions to market a portion of their animals.

Markets create jobs and economic benefits in the communities they serve. Not only do markets employ traditional employees to sort, sell, and care for livestock, but oftentimes they also house a café that further contributes to the community financially and as a social hub. An economic impact study of a standard, fixed-facility auction market revealed that the market provided approximately \$1 million in total value-added dollars to its local community per year (population of 5,000).

LMA stands for freedom for small agricultural businesses to operate without unnecessary burdens.

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