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STATISTICS OF FARMERS' MARKETING AND PURCHASING COOPERATIVES 1939-40 MARKETING SEASON

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COOPERATIVE MARKETING AND PURCHASING BY FARMERS, 1913-1940

Statistical information pertaining to farmers' marketing and purchasing cooperatives 1/ in the United States has been collected for various years since 1910. 2/ The greater part of the collecting and tabulating of data has been done by what is now the Cooperative Research and Service Division of the Farm Credit Administration. The statistical studies are a continuation of those started by the cooperative project set up in 1913 in the then newly established Office of Markets in the United States Department of Agriculture. Some of the personnel of the original project and most of its records are included in the present statistical section of the Cooperative Research and Service Division.

1/ The number of associations included for the specified years is slightly less than the number in existence for those years. This cannot be otherwise, as reporting by cooperatives is a voluntary matter. Nevertheless, practically all the associations get into the records in the course of time, although the lag is from 1 to 5 years. Some cooperatives operate so informally or are so strictly local in character that their discontinuance may be the first event of sufficient importance to attract the attention of those collecting information.

2/ Elsworth, R. H., Statistics of Farmers' Marketing and Purchasing Cooperatives, 1938-39 Marketing Season. Misc. Rept. No. 21, Farm Credit Administration, 1940. See p. 1.

The significant facts brought to light by the Nation-wide surveys, of which this is the sixteenth 3/, by the statistical section are set forth in the following pages of text, tables, and graphs.

Most of the 3,099 associations for which information was obtained by the survey of 1913 were located in the North Central States. Nearly one-third of the organizations were in two States - Minnesota and Iowa - and these associations accounted for one-fourth of the dollar business for that year. Ninety-six percent of all the associations were engaged in marketing 4/ farm products, mainly butter, cheese, and grain. The sales of these three products represented 62 percent of the total reported cooperative business.

The active associations of 1913 were relatively small enterprises, owned and operated by farmers who were largely neighbors. Generally the area over which a cooperative could operate satisfactorily was limited by topography, existing roads, and the facilities for transporting products from farm to shipping point or market. Frequently the creameries, cheese factories, grain elevators, and fruit packing houses were established near the stations along the railroads.

With but few exceptions these local organizations were concerned with converting milk into butter and cheese; receiving grain and loading cars; assembling and shipping livestock; collecting wool in lots of sufficient size to attract buyers; and operating packing houses where fruits and nuts were received, graded, packed, loaded, and forwarded to city markets. In the Cotton Belt were a few cooperatives operating cotton warehouses and cotton gins, and egg circles were beginning to appear. These latter received eggs from their members and marketed them in larger lots than was possible for the individual farmer. A few of the local purchasing associations organized in the preceding 40 years were still operating in 1913. While attempts had been made to establish large-scale cooperatives, there were less than a dozen functioning and most of these were federations of local associations.

The decade beginning with 1900, constitutes a significant period in the development of cooperative marketing in the United States. Local cooperatives multiplied rapidly. At the same time, the number of federations of record increased from 5 to 18 and the number of centralized associations from 2 to 19. 5/ The bargaining association also came into the cooperative picture during this period and by the close of the decade, a technique for the successful operation of sales agencies had been developed.

It was during these years that farmers attempted to supplement the cooperative shipping of livestock by operating slaughtering and meat packing plants. They reasoned that they, the producers of livestock, were entitled to turn their animals into meat and thus earn for themselves the profits that were being obtained by the terminal market packers. Their logic was sound but they lacked the

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3/ The Census of Agriculture for 1919, 1924, 1929, and 1940 collected data as to sales or purchases by farmers, to, through, or from cooperatives. The basis for the census studies is the farmer, whereas the basis for the surveys made by the Cooperative Research and Service Division is the cooperative association.

4/ Marketing as used in this report includes the various activities involved in transferring the raw products of the farm to the processed commodities of the home.

5/ Elsworth, R. H. and Payne, Ruth, Membership Statistics for Large-scale Cooperative Marketing Organzations, U. S. Department of Agriculture Prelim. Rept. 1936. See pp. 15, 16, 27-29.

TABLE 1. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS 1/: NUMBER LISTED FOR SPECIFIED PERIODS 2/, 1913 TO 1939-40

Period	Marketing		Purchasing		Total	
	Number	*Percent*	*Number*	*Percent*	*Number*	*Percent*
1913 3/	2,988	96.4	111	3.6	3,099	100.0
1915 3/	5,149	94.9	275	5.1	5,424	100.0
1921 4/	6,476	87.8	898	12.2	7,374	100.0
1925-26	9,586	88 7	1,217	11.3	10,803	100.0
1927-28	10,195	89.4	1,205	10.6	11,400	100.0
1929-30	10,546	87.9	1,454	12.1	12,000	100.0
1930-31	10,362	86.7	1,588	13.3	11,950	100.0
1931-32	10,255	86.2	1,645	13.8	11,900	100.0
1932-33	9,352	85.0	1,648	15.0	11,000	100.0
1933-34	9,052	83.0	1,848	17.0	10,900	100.0
1934-35	8,794	82.2	1,906	17.8	10,700	100.0
1935-36	8,388	79.9	2,112	20.1	10,500	100.0
1936-37 5/	8,142	75.8	2,601	24.2	10,743	100.0
1937-38	8,300	76.2	2,600	23.8	10,900	100.0
1938-39	8,100	75.7	2,600	24.3	10,700	100.0
1939-40	8,051	75.3	2,649	24.7	10,700	100.0

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

2/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

3/ Compiled from data appearing in U. S. Department of Agriculture Bull. No. 547 (1917) pp. 14 - 25, and U. S. Department of Agriculture Tech. Bull. No. 40 (1928) pp. 70 - 75.

4/ Includes only associations reporting dollar business.

5/ Data are from a survey made by the Farm Credit Administration in cooperation with the district banks for cooperatives and the State agricultural colleges for 1936.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

cooperative technique for doing the job. Consequently they accumulated losses instead of savings.

The decade from 1910 to 1920 is also of interest because of the attention which cooperation received from the politicians and the intelligentsia. The former were generous with kind words and the latter began to hold national conferences and even organized a large expedition to Europe which returned with much valuable information.

With the 1920's came new and bigger ideas. We had invented and perfected the belt-line method of production. We had encouraged the practice of cost plus enough more to ensure prosperity. The farmer was ready to take his place in the new order of things.

The spark which started cooperative marketing on a new course was struck at Montgomery, Ala., in April, 1920, at a South-wide meeting of cotton planters. It

TABLE 2. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: ESTIMATED MEMBERSHIP 1/ FOR SPECIFIED PERIODS 2/, 1915 TO 1939-40

Period	Marketing		Purchasing		Total	
	Number	*Percent*	*Number*	*Percent*	*Number*	*Percent*
1915 3/	591,683	90.9	59,503	9.1	651,186	100.0
1925-26	2,453,000	90.9	247,000	9.1	2,700,000	100.0
1927-28	2,602,000	86.7	398,000	13.3	3,000,000	100.0
1929-30	2,630,000	84.8	470,000	15.2	3,100,000	100.0
1930-31	2,608,000	86.9	392,000	13.1	3,000,000	100.0
1931-32	2,667,000	83.3	533,000	16.7	3,200,000	100.0
1932-33	2,457,300	81.9	542,700	18.1	3,000,000	100.0
1933-34	2,464,000	78.1	692,000	21.9	3,156,000	100.0
1934-35	2,490,000	75.9	790,000	24.1	3,280,000	100.0
1935-36	2,710,000	74.0	950,000	26.0	3,660,000	100.0
1936-37 4/	2,414,000	73.8	856,000	26.2	3,270,000	100.0
1937-38	2,500,000	73.5	900,000	26.5	3,400,000	100.0
1938-39	2,410,000	73.0	890,000	27.0	3,300,000	100.0
1939-40	2,300,000	71.9	900,000	28.1	3,200,000	100.0

1/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

2/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

3/ Compiled from data appearing in U. S. Department of Agriculture Bull. No. 547 (1917) pp. 14 - 25, and U. S. Department of Agriculture Tech. Bull. No. 40 (1928) pp. 70 - 75.

4/ Estimates are based on data collected by the Farm Credit Administration in coöperation with the banks for cooperatives and the State agricultural colleges for 1936.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

was argued that farmers producing the same crop had only to form a cooperative, and turn over to it their crop which would then be sold to the satisfaction of all. Planters quickly grasped the implications of the idea and immediately launched a program of large-scale commodity cooperatives.

CURRENT TRENDS

Perhaps the most significant of current trends is the steady increase in cooperative purchasing since 1913. 6/ In the survey for that year, the purchasing associations constituted less than 4 percent of all the farmers' cooperatives for which information was obtained. These associations contained less than 10 percent of the total membership and transacted less than 2 percent of the total farmer cooperative business. Slowly, the number of associations primarily engaged in purchasing increased until now this group includes nearly one-fourth of all the active cooperatives (table 1).

6/ The first year for which a fairly satisfactory survey was made.

TABLE 3. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: ESTIMATED BUSINESS 1/ FOR SPECIFIED PERIODS 2/, 1913 TO 1939-40

Period	Marketing		Purchasing		Total	
	$1,000	*Percent*	*$1,000*	*Percent*	*$1,000*	*Percent*
1913 3/	304,385	98.1	5,928	1.9	310,313	100.0
1915 3/	624,161	98.2	11,678	1.8	635,839	100.0
1921	1,198,493	95.4	57,721	4.6	1,256,214	100.0
1925-26	2,265,000	94.4	135,000	5.6	2,400,000	100.0
1927-28	2,172,000	94.4	128,000	5.6	2,300,000	100.0
1929-30	2,310,000	92.4	190,000	7.6	2,500,000	100.0
1930-31	2,185,000	91.0	215,000	9.0	2,400,000	100.0
1931-32	1,744,000	90.6	181,000	9.4	1,925,000	100.0
1932-33	1,199,500	89.5	140,500	10.5	1,340,000	100.0
1933-34	1,213,000	88.9	152,000	11.1	1,365,000	100.0
1934-35	1,343,000	87.8	187,000	12.2	1,530,000	100.0
1935-36	4/ 1,586,000	86.2	4/ 254,000	13.8	4/ 1,840,000	100.0
1936-37 5/	1,882,600	85.7	313,400	14.3	2,196,000	100.0
1937-38	6/ 2,050,000	85.4	6/ 350,000	14.6	6/ 2,400,000	100.0
1938-39	7/ 1,765,000	84.0	7/ 335,000	16.0	7/ 2,100,000	100.0
1939-40	8/ 1,729,000	82.8	8/ 358,000	17.2	8/ 2,087,000	100.0

1/ Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association transactions.

2/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

3/ Compiled from data appearing in U. S. Department of Agriculture Bull. No. 547 (1917) pp. 14 - 25, and U. S. Department of Agriculture Tech. Bull. No. 40, (1928) pp. 70 - 75.

4/ The purchasing business of the marketing associations is estimated at $68,000,000 and the marketing business of the purchasing associations at $7,000,000. After adjustments the totals are: marketing, $1,525,000,000; purchasing, $315,000,000; total $1,840,000,000.

5/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

6/ The purchasing business of the marketing associations is estimated at $117,000,000, and the marketing business of the purchasing associations is estimated at $27,000,000. After adjustments the totals are: marketing, $1,960,000,000; purchasing, $440,000,000; total $2,400,000,000.

7/ The purchasing business of the marketing associations is estimated at $107,000,000, and the marketing business of the purchasing associations is estimated at $26,000,000. After adjustments the totals are: marketing, $1,684,000,000; purchasing, $416,000,000; total $2,100,000,000.

8/ The purchasing business of the marketing associations is estimated at $172,900,000, and the marketing business of the purchasing associations is estimated at $82,700,000. After adjustments the totals are: marketing, $1,638,800,000; purchasing, $448,200,000; total $2,087,000,000.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

Twenty-five years ago, the estimated membership of the farmers' marketing and purchasing associations was less than 700,000. Approximately 91 percent of this membership was in marketing associations. During the 10 years from 1915 to 1925, the membership of the cooperatives increased more than four times. The greater part of this increase was credited to the associations concentrating upon marketing the crops and animals produced on the farms (table 2).

But by 1927, there were indications of a trend toward an increasing number of farmers interested in cooperative purchasing. This trend still continues.

By the close of the 1929-30 marketing season, 15 percent of all the cooperating farmers were connected with purchasing associations. Ten years later, this percentage had risen to 28 percent with indications that the trend is continuing, although at a slower pace (table 2).

Dollar business by farmers' marketing and purchasing cooperatives has been more than a billion dollars a year since 1921. For more than half the time, however, the annual business has exceeded 2 billion dollars.

In 1913, 98 percent of the total business was reported by marketing associations. At the close of the 1931-32 marketing season, 90.6 percent of the total business was handled by the marketing organizations, and for the 1939-40 season, only 82.8 percent of the total business was the result of marketing activity. As dollar business decreased for the marketing associations, increases were recorded by the purchasing group (table 3).

TABLE 4. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: PERCENTAGE OF ESTIMATED BUSINESS BY GEOGRAPHIC DIVISIONS FOR SPECIFIED PERIODS 1/, 1913 TO 1939-40

Geographic Division	1913	1921	1925-26	1930-31	1935-36	1939-40
	Percent	*Percent*	*Percent*	*Percent*	*Percent*	*Percent*
New England	2.1	1.9	3.5	3.8	3.9	3.9
Middle Atlantic	4.9	7.5	6.4	10.2	10.5	10.0
East North Central	16.5	18.1	23.3	21.8	25.1	26.3
West North Central	45.1	42.5	34.9	32.5	27.2	25.3
South Atlantic	5.7	4.0	6.3	5.0	4.1	4.8
East South Central	3.0	.8	4.9	2.5	3.4	2.7
West South Central	3.1	5.5	5.4	5.5	5.8	6.4
Mountain	2.9	2.8	2.9	4.1	4.8	4.2
Pacific	16.7	16.9	12.4	14.6	15.2	16.4
Total	100.0	100.0	100.0	100.0	100.0	100.0
Number of associations	3,099	7,374	10,803	11,950	10,500	10,700

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

The changes in total business reported from season to season are more frequently the result of changes in the price level than indications of the handling of larger or smaller quantities of products and animals.

GEOGRAPHIC DISTRIBUTION 1913 TO 1939-40

Farmer cooperation has not developed uniformly throughout the country. It has been accepted in some parts of the United States more readily than in others. This is due to various reasons. More satisfactory techniques in cooperative marketing have been developed in some regions than in others. The cooperative desire has been strong among the people of some nationalities and weak among those of others. Hence, different types of cooperatives have flourished in various degrees of intensity in different parts of the country.

More than 60 percent of the total cooperative business was transacted by the farmers of the 12 North Central States in 1913. They had set up and were operating cooperatives to make butter and cheese, to ship livestock, and to operate local elevators to handle their grain, particularly wheat. The only other section of the country in which cooperative marketing was of significant proportions in 1913 was in the three States along the Pacific coast where techniques had been perfected to handle citrus fruit, apples, grapes, raisins, other small fruits, and vegetables (table 4).

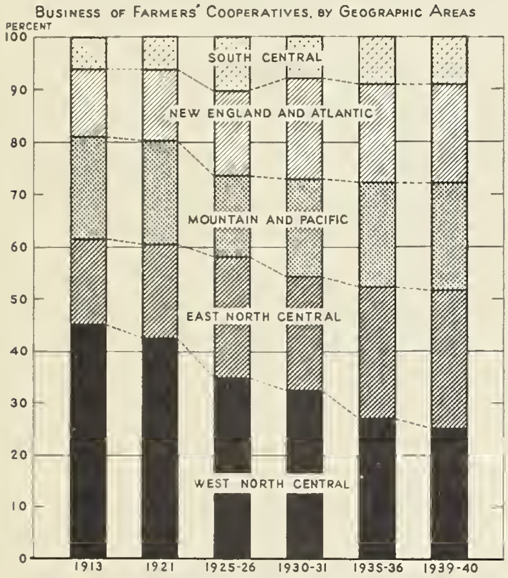

FIGURE 1. From 1910 to 1920 farmers' cooperation was largely concentrated in the seven North Central States west of the Mississippi River--Minnesota, Iowa, Missouri, Kansas, Nebraska, and North and South Dakota. During those years more than 40 percent of the total cooperative business was handled by the farmers' elevators, livestock shipping associations, and cooperative creameries and cheese factories scattered along the railroads radiating from Chicago, Minneapolis, St. Louis, and Omaha. The cooperatives in the other 41 states handled but 55 percent of the total business (see table 4).

As cooperative marketing developed in the New England, Middle Atlantic, and the West South Central States, the relative importance of the West North Central States, where grain handling was the dominant form of cooperation, declined. The East North Central States gained in relative importance because of the forming of new associations to handle dairy products and ship livestock (tables 4 & 5, fig. 1).

COMMODITY DISTRIBUTION 1913 TO 1939-40

The farmers' grain elevator seems to have been the first big development in the field of cooperative marketing. Forty-two percent of the cooperative business handled in 1913 was grain. Twenty-two percent of the cooperative activity for that year was in the receiving, grading, packing, and shipping of fruits and vegetables, and 19 percent came from the handling of dairy products. Purchasing accounted for less than 2 percent of the total cooperative business (table 5, fig. 3).

As the years passed, the handling of dairy products increased relatively as did also the shipping and marketing of livestock and the purchasing of farm supplies. Business transactions by poultry and egg associations also increased in relative importance. The handling of grain, fruits, and vegetables continued as important cooperative activities, but because of the great gains made by several of the other groups, their relative importance declined (table 5, fig. 3).

The present ranking of the several cooperative groups as determined by dollar business is as follows: Dairy products; grain (including dry beans and rice); purchasing; livestock; fruits, vegetables, and nuts; cotton and cotton products; poultry and eggs; tobacco; wool and mohair (table 5, fig. 3).

COTTON AND COTTON PRODUCTS

There were 536 cooperatives engaged in operating cotton gins and warehouses, crushing cotton seed, and selling cotton and its byproducts when the 1939-40 cooperative survey was made. These associations, located in 14 States, served 270,000 farmers and transacted business to the amount of $78,000,000.

Active associations for the 1939-40 season numbered 60 more than for the preceding marketing period. Estimated membership decreased during the season, largely because of reorganizations among the large centralized associations; at the

TABLE 5. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: PERCENTAGE OF ESTIMATED BUSINESS BY COMMODITY GROUPS, FOR SPECIFIED PERIODS [1], 1913 TO 1939-40

Commodity Group	1913	1921	1925-26	1930-31	1935-36	1939-40
	Percent	*Percent*	*Percent*	*Percent*	*Percent*	*Percent*
Cotton and products	4.9	1.9	6.2	5.4	6.0	3.7
Dairy products	19.2	18.1	22.3	25.8	28.3	26.8
Fruits, vegetables	22.5	17.0	11.7	13.3	11.5	13.1
Grain, dry beans, rice	42.1	38.4	31.2	25.9	19.6	18.7
Livestock	1.6	8.5	13.3	12.5	13.6	13.5
Nuts	-	1.3	.7	.5	.7	.8
Poultry and products	-	1.2	1.7	3.6	3.7	3.6
Tobacco	.8	.2	3.8	.3	.6	.6
Wool, Mohair	-	.8	.4	1.1	.6	.5
Misc. products	7.0	8.0	3.1	2.6	1.6	1.5
Total marketing	98.1	95.4	94.4	91.0	86.2	82.8
Purchasing	1.9	4.6	5.6	9.0	13.8	17.2
Total marketing and purchasing	100.0	100.0	100.0	100.0	100.0	100.0
Number of associations	3,099	7,374	10,803	11,950	10,500	10,700

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

BUSINESS BY FARMERS' MARKETING AND PURCHASING ASSOCIATIONS
TEN LEADING STATES

FIGURE 2. Since 1927 California has been the leading State as to cooperative dollar business. Among the other States that have been in first, second, or thiro place during the last 25 years are Minnesota, Iowa, Illinois, and New York. The latter State is now in fourth place having advanced from tenth place in 1913 to third place in 1934-35. Minnesota once at the head of the list is now in third place.

same time dollar business increased by $5,000,000, because prices for cotton were higher. The membership of cooperative gins showed a substantial increase.

Five hundred and ten of all the associations were in eight States. These associations were credited with 95.6 percent of the total membership and with 94.3 percent of the total cooperative cotton business for the 1939-40 marketing season. Texas led all the States in number of associations, number of members, and dollar business (table 6). Oklahoma was second in number of associations, and Mississippi in amount of business transacted.

The detailed data for the eight States is given in table 6.

The story of cooperation among cotton producers records 79 associations for 1913, which reported a total business that was slightly more than $15,000,000. At the close of the 1920's there were about 200 individual enterprises, including the large-scale centralized organizations of which there were less than 20. The number of active associations had increased to more than 300 by the 1934-35 marketing season, and may be 600 by the close of the 1940-41 period for marketing cotton.

There have been ups and downs in the membership totals for the cotton cooperatives. This is largely because of reorganizations among the regional and State associations. As few of the inactive members of an old organization are carried over to a new enterprise, membership losses run into the thousands, and in some cases the tens of thousands.

The peak membership period was the 1937-38 marketing season when the reports indicated a total of 350,000 members (table 7).

Dollar business has varied greatly from year to year according to the size of the cotton crop, the price per pound, and the number of members delivering cotton to their associations. Total business for the 1925-26 year was $150,000,000; in 1932-33 it was less than a third of the amount, but in 1936-37 the total was $138,500,000, and in 1939-40, $78,000,000.

The number of active associations for each marketing season with estimated membership and estimated business as recorded by various national surveys are given in table 7.

DAIRY PRODUCTS

There are a few more associations handling dairy products than a year ago. The total membership of the active organization is smaller, however, as is also the dollar business. The new enterprises taken into the records were not large organizations, while lower membership totals were recorded for many of the older associations as the result of the elimination of inactive members. The decline in dollar business was largely the result of a lower price level for dairy products in 1939 than in 1938. 7/

The 10 States at the top of the list for business transacted during the 1939-40 marketing season with number of associations, estimated membership, and estimated business for each State are given in table 8.

The 1,966 associations in the 10 leading States were 82.1 percent of all the active associations in the dairy group for the 1939-40 marketing season, the 413,000 members were 66.6 percent of the total membership, and the dollar business for the 10 States was 77.2 percent of the total for the dairy cooperatives.

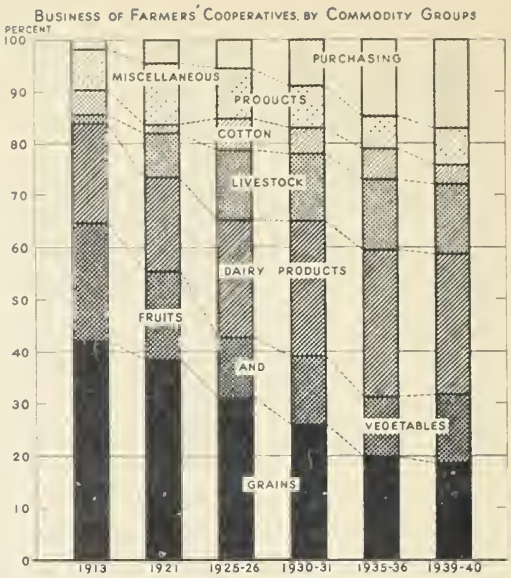

FIGURE 3. Grain was the backbone of farmer cooperative activities during the early part of the current century. It accounted for more than 40 percent of the total cooperative business. Since 1913 dairy products and livestock have increased in relative importance - also cooperative purchasing. Fruits and vegetables, as well as cotton, are of less relative importance than 25 years ago (see table 5).

The States with the largest number of associations are in order of relative importance: Wisconsin, 714 associations; Minnesota, 632; Iowa, 280; and New York, 79. The States appear in a slightly different order when arranged according to estimated membership. Minnesota heads the list with 90,000 members. The others are, Iowa, 66,000; Wisconsin, 61,000; New York, 52,000; Michigan, 39,000, and Illinois, 38,000 (table 8).

The same six States are the leaders in dollar business, although the order is not the same. New York is first with $92,400,000 and the others come in the following order: Minnesota, $75,000,000; Wisconsin, $65,000,000; Iowa, $39,500,000; Michigan, $35,400,000; Illinois, $31,000,000 (table 8).

There are one or more dairy cooperatives in 42 of the 48 States today. The States without such enterprises are Delaware, South Carolina, Alabama, Arkansas, New Mexico, and Nevada (table 23).

The historical development of cooperative dairy marketing is indicated roughly by table 9. In 1913 when the first nation-wide survey was made there were more associations in this group than in any other, although they were mostly small organizations which processed milk into butter and cheese.

The peak period for dairy cooperatives was 1927-28 at which time the total number was almost 2,500. Since then the number available for inclusion in the an-

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7/ Price level for dairy products was 109 in 1938, and 104 in 1939 - a drop of 5 points.

TABLE 6. - COTTON AND PRODUCTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERS, AND ESTIMATED BUSINESS FOR LEADING STATES, 1939-40 MARKETING SEASON

State 1/	Associations	Membership	Estimated Business
	Number	*Number*	*$1,000*
Texas	332	103,000	26,260
Mississippi	62	18,000	23,000
Tennessee	2	2/ 40,000	7,000
Oklahoma	87	27,000	6,750
Louisiana	6	32,000	4,200
Georgia	9	33,000	2,450
California	9	1,480	2,000
North Carolina	3	3,700	1,900
All others	26	11,820	4,440
Total	536	270,000	78,000

1/ Arrayed according to dollar business.

2/ About 80 percent of the membership of the Mid-South Cooperative Marketing Association located in Memphis, Tenn., is in Arkansas, 15 percent in Tennessee, and 5 percent in Missouri.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

nual surveys has varied from 2,270 to 2,458. A recent peak year was 1937-38 when information was obtained for 2,421 organizations.

Estimated membership 8/ for this group of associations has varied from less than half a million to more than three-quarters of a million. The low figure was for the 1925-26 marketing season when the estimate was 460,000 and the high figure was for the 1933-34 season when the estimate reached 757,000.

Only twice during the last 15 years have the dollar estimates for the dairy cooperatives been less than $400,000,000. Those were for the years included in the period from 1932 to the middle of 1934. The highest record is for the 1937-38 marketing season when the business transacted amounted to $686,000,000 (table 9).

FRUITS, VEGETABLES, AND NUTS

There were not quite as many cooperatives handling fruits and vegetables during the 1939-40 marketing season as in the preceding marketing period. There was, however, a slight increase in the number of enterprises handling nuts. This increase was caused by including in the statistics some associations from which reports had not been received previously.

The membership estimate for the entire group was 166,000 for the 1939-40 period as compared with 183,000 for the preceding marketing season. This decline is due in part to more conservative estimates in the case of some of the large centralized associations, particularly the bargaining enterprises.

8/ During recent years membership and dollar business estimates have been greatly affected by the ups and downs of the large bargaining associations.

The estimates for dollar business were $2,000,000 higher for the 1939-40 marketing season than for the 1938-39 marketing season. A larger business by a smaller number of associations with fewer members means a higher average business per association and per member. This group of cooperatives transacted 16.7 percent of the total business handled by all the marketing cooperatives in 1939-40 as compared with 16.3 percent for the previous season. The above figures with comparisons for previous years since 1913 will be found in table 11.

TABLE 7. - COTTON AND PRODUCTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS 1/, 1913 - 1939-40

Period	Associations Listed 2/		Estimated Members 3/		Estimated Business 4/	
	Number	*Percent 5/*	*Number*	*Percent 5/*	*$1,000*	*Percent 5/*
1913	79	2.6	-	-	15,098	5.0
1921	6/ 47	.7	-	-	23,498	2.0
1925-26	121	1.3	300,000	12.2	150,000	6.6
1927-28	125	1.2	140,000	5.4	97,000	4.5
1929-30	199	1.9	150,000	5.7	110,000	4.8
1930-31	261	2.5	190,000	7.3	130,000	6.0
1931-32	267	2.6	240,000	9.0	69,000	4.0
1932-33	274	2.9	200,000	8.1	42,000	3.5
1933-34	250	2.8	200,000	8.1	100,000	8.2
1934-35	305	3.5	255,000	10.2	100,000	7.4
1935-36	311	3.7	300,000	11.1	110,000	6.9
1936-37 7/	400	4.9	341,800	14.2	138,500	7.4
1937-38	415	5.0	350,000	14.0	110,000	5.4
1938-39	476	5.9	315,000	13.1	73,000	4.1
1939-40	536	6.7	270,000	11.7	78,000	4.5

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

2/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

4/ Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

5/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

6/ Associations reporting dollar business.

7/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

TABLE 8. - DAIRY PRODUCTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS FOR LEADING STATES, 1939-40 MARKETING SEASON

State 1/	Associations	Members	Business
	Number	*Number*	*$1,000*
New York	79	52,000	92,400
Minnesota	632	90,000	75,000
Wisconsin	714	61,000	65,000
Iowa	280	66,000	39,500
Michigan	66	39,000	35,400
Illinois	80	38,000	31,000
California	36	8,000	28,500
Pennsylvania	32	23,000	25,350
Ohio	36	26,000	20,600
Massachusetts	11	10,000	19,500
All others	429	207,000	127,750
Total	2,395	620,000	560,000

1/ *Arrayed according to dollar business.*

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

Two-thirds of the fruit, vegetable, and nut cooperatives are located in the 10 States listed in table 10. It will be noted by reference to the table that about one-third of all the associations in the group are located in California. The other States with a significant number of organizations are Florida, Washington, Oregon, and Michigan (table 10).

California also leads the States in estimated membership. Its 50,000 members are more than four times the number credited to any other State. Among the States that follow California in the order of their relative importance are Colorado, 11,000 members; Oregon, 8,700; Michigan, 8,200; Washington, 7,960 (table 10).

Just a little less than one-half of the total dollar business or $143,000,000 for the 1939-40 season was transacted by the California cooperatives. The records for the States next in importance are Florida, $23,200,000; Washington, $19,060,000; Oregon, $14,200,000; and Colorado, $9,450,000 (table 10).

The ups and downs of cooperative fruit, vegetable, and nut marketing during the last 27 years are given in table 11. Information collected for 1913 included 456 associations with an estimated business for that year of $69,921,000. This was 23 percent of the total cooperative marketing business for the year. This percentage is of interest when compared with the percentage of 16.7 for the 1939-40 marketing season. The reason for the larger percentage in the earlier period is that most of the cooperatives of that day fell into four groups, namely dairy products, fruits and vegetables, grain, and miscellaneous products.

It will be noted by reference to table 11 that the number of associations increased with each survey until a peak of 1,457 was reached in 1930-31. From that marketing season there was a decline in number of associations of record until

1935-36 when the number was 1,115. Then there were increases for two surveys and declines for two (table 11).

The highest record for membership was for the 1929-30 marketing season when the fruit, vegetable, and nut cooperatives were credited with 232,000 members. Only once since 1930 has estimated membership reached the 200,000 mark. That was for 1933-34 marketing season. The low point for recent years was 1936-37 when the total was 155,000 (table 11).

TABLE 9. - DAIRY PRODUCTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS 1/, 1913 - 1939-40

Period	Associations Listed 2/		Estimated Members 3/		Estimated Business 4/	
	Number	*Percent 5/*	*Number*	*Percent 5/*	*$1,000*	*Percent 5/*
1913	1,187	39.7	-	-	59,701	19.6
1921	6/ 1,579	24.4	-	-	227,982	19.0
1925-26	2,197	22.9	460,000	18.8	535,000	23.6
1927-28	2,479	24.3	600,000	23.1	620,000	28.6
1929-30	2,458	23.3	650,000	24.7	680,000	29.4
1930-31	2,391	23.1	725,000	27.8	620,000	28.4
1931-32	2,392	23.3	740,000	27.7	520,000	29.8
1932-33	2,293	24.5	724,000	29.5	390,000	32.5
1933-34	2,286	25.3	757,000	30.7	380,000	31.3
1934-35	2,300	26.2	750,000	30.1	440,000	32.8
1935-36	2,270	27.1	720,000	26.6	520,000	32.8
1936-37 7/	2,337	28.7	656,900	27.2	577,100	30.7
1937-38	2,421	29.2	700,000	28.0	686,000	33.5
1938-39	2,373	29.3	650,000	27.0	610,000	34.6
1939-40	2,395	29.7	620,000	27.0	560,000	32.4

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

2/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

4/ Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

5/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

6/ Associations reporting dollar business.

7/ Estimates are based on data collected by the Farm Credit Administration in coöperation with the banks for cooperatives and the State agricultural colleges for 1936.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

TABLE 10. - FRUITS, VEGETABLES, NUTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP AND ESTIMATED BUSINESS FOR LEADING STATES, 1939-40 MARKETING SEASON

State 1/	Associations	Members	Business
	Number	*Number*	*$1,000*
California	387	50,000	143,000
Florida	81	4,700	23,200
Washington	61	7,960	19,060
Oregon	54	8,700	14,200
Colorado	35	11,000	9,450
Michigan	46	8,200	8,400
New York	41	6,000	7,270
Massachusetts	5	500	5,830
Idaho	19	2,030	5,000
Louisiana	23	3,550	4,900
All others	387	63,360	48,690
Total	1,139	166,000	289,000

1/ *Arrayed according to dollar business.*

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

Dollar business has varied from less than $200,000,000 a marketing season to $334,000,000. This is because of poor and good seasons and low and high price levels. The low year was 1933-34, and the high year was 1929-30 (table 11).

GRAIN, DRY BEANS, RICE

The nearly 2,500 grain marketing cooperatives make up the largest marketing group. This group stood third in estimated membership for the 1939-40 marketing season, having nearly 16 percent of all marketing cooperators, and was in second place as regards dollar business, contributing more than a fifth of the total marketing business.

While the number of active organizations was slightly fewer than a year earlier and the estimated membership was less, the dollar business was $7,000,000 greater than that recorded for the 1938-39 marketing season.

The 10 States leading in volume of business transacted, with the number of associations in each, and estimated membership and business are given in table 12 for the 1939-40 marketing season. These 10 States have 77.9 percent of all the associations in the grain group, 76.3 percent of the membership of the group, and handled 76.7 percent of the business (table 12).

When the first Nation-wide survey of cooperatives was made in 1913 the active farmers' elevators numbering less than one thousand dominated the cooperative picture. They made up about a third of the marketing cooperatives and were responsible for more than 40 percent of the total cooperative marketing business. Eight years later (1921) the number of enterprises in this group, which had increased from 960 to 2,458, was 38 percent of the marketing cooperatives of record. Since that year other types of organizations have increased in relative importance so that the grain cooperatives in 1939-40 were but 30.6 percent of all marketing associations. They had 15.9 percent of the marketing membership as compared with 34.6 percent in 1927-28, the high year, and handled 22.6 percent of the cooperative dollar business during the past year (table 13).

Nearly all the associations reporting as grain marketing cooperatives in 1913 were local enterprises. Most of them were operating farmers' elevators located on the railroads radiating from the terminal markets. Their chief function was to re-

TABLE 11. - FRUITS, VEGETABLES, NUTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS 1/, 1913 - 1939-40

Period	Associations Listed 2/		Estimated Members 3/		Estimated Business 4/	
	Number	*Percent 5/*	*Number*	*Percent 5/*	*$1,000*	*Percent 5/*
1913	456	15.3	-	-	69,921	23.0
1921	6/ 791	12.2	-	-	229,322	19.1
1925-26	1,276	13.3	200,000	8.2	296,000	13.1
1927-28	1,309	12.8	230,000	8.8	314,600	14.5
1929-30	1,428	13.5	232,000	8.8	334,600	14.5
1930-31	1,457	14.1	199,000	7.6	332,000	15.2
1931-32	1,417	13.8	198,000	7.4	291,600	16.7
1932-33	1,333	14.3	187,500	7.6	208,500	17.4
1933-34	1,251	13.8	200,000	8.1	193,500	16.0
1934-35	1,135	12.9	172,800	6.9	211,300	15.7
1935-36	1,115	13.3	182,000	6.7	225,100	14.2
1936-37 7/	1,151	14.1	155,000	6.4	294,800	15.7
1937-38	1,216	14.7	179,800	7.2	315,800	15.4
1938-39	1,162	14.3	183,000	7.6	287,000	16.3
1939-40	1,139	14.1	166,000	7.2	289,000	16.7

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

2/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

4/ Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

5/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

6/ Associations reporting dollar business.

7/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

TABLE 12. - GRAIN, DRY BEANS, RICE: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS FOR LEADING STATES, 1939-40 MARKETING SEASON

State 1/	Associations	Members	Business
	Number	*Number*	*$1,000*
Illinois	316	41,000	58,000
Minnesota	240	42,000	41,700
Iowa	264	43,000	35,700
Kansas	248	35,500	32,600
Ohio	139	26,500	28,000
North Dakota	305	34,000	26,600
Oklahoma	77	11,600	21,800
Nebraska	243	34,700	19,600
Texas	43	5,300	18,500
Washington	42	4,900	16,600
All others	545	86,500	90,900
Total	2,462	365,000	390,000

1/ *Arrayed according to dollar business.*

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

ceive grain from farmers, hold it until enough was on hand to load a car and then send the carload to a terminal market to be sold on commission.

Available information indicates that as early as 1903 cooperative line elevator companies had been organized. In 1911 a cooperative sales agency, The Equity Cooperative Exchange, opened an office in St. Paul. In the early 1920's grain farmers became interested in large-scale organizations. No less than five such enterprises were started in 1920, and additional ventures in the succeeding years. Part of these were centralized wheat pools and others were sales agencies in terminal markets, some of which served farmers' elevators and others handled the grain controlled by State and regional pools. These were largely merged into Farmers National Grain Corporation in 1929-30. Since liquidation of the latter in 1938, about a score of regional grain cooperatives again have become active marketing agencies.

The farmers' elevator movement appears to have reached its peak about 1931-32 (table 13). Since then the number of active organizations has been declining until now there are less than 2,500 associations. Not all the elevator associations removed from the list have discontinued business. Many that were started as cooperatives have ceased to follow cooperative practices and are now considered private-profit businesses. Others expanded their supply business so greatly that it became their major activity and they now are listed as purchasing associations.

The big year for dollar business was 1925-26 when the grain cooperatives reported transactions amounting to three-quarters of a billion dollars as against 390 million in 1939-40 (table 13). Because of the price factor, this decrease in dollar sales since 1925-26 is far greater than that in physical volume. In fact a substantial part of the volume handled in the past two crop years has been grain handled for the Government under Federal loan programs and not included in dollar sales.

LIVESTOCK

Approximately 65 percent of the active cooperatives for the handling of livestock are in 4 States - Minnesota, Wisconsin, Iowa, and Illinois. The same 4 States are credited with more than one-half of the total livestock membership and more than one-half of the cooperative livestock business for the 1939-40 marketing season.

TABLE 13. - GRAIN, DRY BEANS, RICE: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS 1/, 1913 - 1939-40

Period	Associations Listed 2/		Estimated Members 3/		Estimated Business 4/	
	Number	*Percent 5/*	*Number*	*Percent 5/*	*$1,000*	*Percent 5/*
1913	960	32.1	-	-	130,555	42.9
1921	6/ 2,458	38.0	-	-	482,461	40.3
1925-26	3,338	34.8	520,000	21.2	750,000	33.1
1927-28	3,455	33.9	900,000	34.6	680,000	31.3
1929-30	3,448	32.7	810,000	30.8	690,000	29.9
1930-31	3,448	33.3	775,000	29.7	621,000	28.4
1931-32	3,500	34.1	705,000	26.4	450,000	25.8
1932-33	3,131	33.5	600,000	24.4	280,000	23.3
1933-34	3,178	35.1	600,000	24.4	285,000	23.5
1934-35	3,125	35.5	580,000	23.3	315,000	23.5
1935-36	3,010	35.9	610,000	22.5	360,000	22.7
1936-37 7/	2,614	32.1	362,900	15.0	397,900	21.1
1937-38	2,619	31.6	360,000	14.4	475,000	23.2
1938-39	2,540	31.4	367,000	15.2	383,000	21.7
1939-40	2,462	30.6	365,000	15.9	390,000	22.6

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

2/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

4/ Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

5/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

6/ Associations reporting dollar business.

7/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

If the 10 States leading in cooperative livestock business are considered, it will be noted that 75 percent of the active associations are accounted for, 83 percent of the membership and 84 percent of the dollar business (table 14).

There are two principal types of livestock cooperatives - local shipping associations and terminal market sales agencies. The latter are large-scale enterprises, receiving consignments from many farmers scattered over wide areas. Several of these organizations are handling more than $10,000,000 worth of business annually. The largest sales agency reported sales of $35,000,000 for 1940.

Data as to number of associations, estimated membership, and estimated business for the livestock cooperatives in the 10 leading States in that field are given in table 14. Table 23 contains the data for the other States.

Although attempts were made at cooperative livestock marketing as early as the eighties little progress was made prior to 1915. About that time livestock producers became interested in the livestock shipping association as a substitute for the country drover who went from farm to farm buying a few animals here a few there until he had enough for a carlot shipment. Farmers in their desire for better prices set up associations along the railroad at local shipping points to take over the job of forwarding livestock to be sold at the terminal markets, with the result that they frequently realized more for their animals than they had previously. By 1921 there were about a thousand cooperatives for shipping livestock (table 15).

The number of active associations increased for several years until there were more than 2,000. At the same time that local shipping associations were increasing in number, the terminal market cooperative sales agency was developing

TABLE 14. - LIVESTOCK: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, FOR LEADING STATES, 1939-40 MARKETING SEASON

State 1/	Associations	Members	Business
	Number	*Number*	*$1,000*
Illinois	72	130,000	72,000
Minnesota	230	90,000	37,000
Ohio	15	59,000	27,000
Iowa	103	32,000	25,000
Indiana	22	42,000	22,400
Missouri	19	50,000	14,000
Texas	2	3,000	2/ 13,000
Wisconsin	138	55,000	12,000
Nebraska	7	5,000	7,640
Michigan	25	16,000	7,600
All others	211	98,000	44,360
Total	844	580,000	282,000

1/ *Arrayed according to dollar business.*

2/ *Includes business at Kansas City, Missouri.*

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

better methods for handling livestock and improving its position in the market. With the development of hard-surfaced roads and the increased use of the motor truck farmers found that they were no longer dependent upon the railroads for moving their animals to market. More frequent shipments could be made by truck than by rail and the returns from the sale of animals could be brought back the same day by the truck driver. Many managers of local shipping associations were slow to adjust their operations to motor truck transportation, and local associations began to go out of business. Furthermore, local markets, including livestock auc-

TABLE 15. - LIVESTOCK: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS 1/, 1913 - 1939-40

Period	Associations Listed 2/		Estimated Members 3/		Estimated Business 4/	
	Number	*Percent 5/*	*Number*	*Percent 5/*	*$1,000*	*Percent 5/*
1913	44	1.5	-	-	4,824	1.6
1921	6/ 992	15.3	-	-	106,845	8.9
1925-26	1,770	18.5	400,000	16.3	320,000	14.1
1927-28	2,012	19.7	450,000	17.3	320,000	14.7
1929-30	2,153	20.4	465,000	17.7	320,000	13.8
1930-31	2,014	19.4	400,000	15.3	300,000	13.7
1931-32	1,885	18.4	450,000	16.9	260,000	14.9
1932-33	1,575	16.8	440,000	17.9	182,000	15.2
1933-34	1,371	15.1	410,000	16.6	162,000	13.4
1934-35	1,197	13.6	410,000	16.5	175,000	13.0
1935-36	1,040	12.4	600,000	22.1	250,000	15.8
1936-37 7/	1,012	12.4	549,000	22.7	320,600	17.0
1937-38	926	11.2	600,000	24.0	312,000	15.2
1938-39	862	10.6	600,000	24.9	280,000	15.9
1939-40	844	10.5	580,000	25.2	282,000	16.3

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

2/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

4/ Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

5/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

6/ Associations reporting dollar business.

7/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

TABLE 16. - POULTRY, EGGS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS FOR LEADING STATES, 1939-40 MARKETING SEASON

State 1/	Associations	Members	Business
	Number	*Number*	*$1,000*
California	14	10,500	25,000
Washington	6	27,500	13,600
Missouri	16	5,300	6,300
New Jersey	7	5,300	4,800
Utah	5	7,100	4,550
Pennsylvania	7	3,800	3,130
All others	126	44,500	18,620
Total	181	104,000	76,000

1/ *Arrayed according to dollar business.*

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

tions were developed at country points and country buying by packers became more important.

So the story of cooperative livestock shipping has been that of the rise and decline of the local association, the expansion of the terminal market cooperative sales agency, and the development of local markets in livestock producing areas.

The big years for dollar business were those of the late 1920's when livestock sales amounted to more than $300,000,000 a year (table 15).

POULTRY, EGGS

There were cooperatives in 41 of the 48 States and in the District of Columbia primarily engaged in assisting farmers to market poultry and eggs during the 1939-40 marketing season. These associations had a total estimated membership of 104,000 and the business transacted during the marketing period amounted to $76,000,000. Slightly more than a tenth of the membership was in 14 associations located in California and these associations handled nearly one-third of the total business of the group (table 16).

Six associations in the State of Washington had a membership more than two and one-half times that of the California associations, but the dollar business was only a little more than one-half of the business reported by the 14 associations in California (table 16).

Utah was another western State that made a good showing. Its five active associations served more than 7,000 members and the dollar business for the marketing season amounted to $4,550,000.

These three western States, Utah, California, and Washington have 43 percent of the farmer-members of the associations primarily concerned with the cooperative marketing of poultry products. Their 25 associations transacted more than one-half of the total business of the poultry and egg group.

Missouri with 16 functioning enterprises, 5,300 members, and business amounting to $6,300,000, made the best showing of the States in the mid-western area.

Two States along the Atlantic Seaboard, New Jersey and Pennsylvania, had a total of 14 associations, more than 9,000 members, and handled nearly $8,000,000 of business in the 1939-40 marketing season (table 16).

The number of associations engaged primarily in handling poultry and eggs increased from 26 in 1921 to 194 in 1937-38 and then dropped back to 181 for the 1939-40 marketing season (table 17).

TABLE 17. - POULTRY, EGGS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS 1/, 1921 - 1939-40

Period	Associations Listed 2/		Estimated Members 3/		Estimated Business 4/	
	Number	*Percent 5/*	*Number*	*Percent 5/*	*$1,000*	*Percent 5/*
1921	6/ 26	.4	-	-	15,011	1.3
1925-26	71	.7	50,000	2.0	40,000	1.8
1927-28	90	.9	50,000	1.9	40,000	1.8
1929-30	157	1.5	67,000	2.5	79,400	3.4
1930-31	160	1.5	82,000	3.1	86,000	3.9
1931-32	172	1.7	88,000	3.3	72,000	4.1
1932-33	154	1.7	78,000	3.2	53,000	4.4
1933-34	147	1.6	73,000	3.0	48,000	4.0
1934-35	164	1.9	85,000	3.4	53,000	3.9
1935-36	154	1.8	93,000	3.4	69,000	4.3
1936-37 7/	180	2.2	112,500	4.7	72,000	3.8
1937-38	194	2.3	106,000	4.2	91,000	4.4
1938-39	180	2.2	100,000	4.1	78,000	4.4
1939-40	181	2.3	104,000	4.5	76,000	4.4

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

2/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

4/ Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

5/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

6/ Associations reporting dollar business.

7/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

TABLE 18. - WOOL, MOHAIR: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS 1/, 1921 - 1939-40

Period	Associations Listed 2/		Estimated Members 3/		Estimated Business 4/	
	Number	*Percent 5/*	*Number*	*Percent 5/*	*$1,000*	*Percent 5/*
1921	6/ 70	1.1	-	-	9,786	.8
1925-26	91	1.0	50,000	2.0	10,000	.4
1927-28	99	1.0	25,000	1.0	7,000	.3
1929-30	131	1.2	40,000	1.5	10,800	.5
1930-31	136	1.3	64,000	2.5	26,000	1.2
1931-32	134	1.3	62,000	2.3	21,000	1.2
1932-33	115	1.2	62,000	2.5	9,000	.8
1933-34	120	1.3	63,800	2.6	13,700	1.1
1934-35	119	1.3	71,000	2.9	15,700	1.2
1935-36	114	1.4	51,400	1.9	11,000	.7
1936-37 7/	139	1.7	79,200	3.3	11,500	.6
1937-38	130	1.6	50,000	2.0	11,300	.6
1938-39	135	1.7	60,000	2.5	13,000	.7
1939-40	134	1.7	62,000	2.7	11,000	.6

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

2/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

4/ Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

5/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

6/ Associations reporting dollar business.

7/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

In addition to the nearly 200 cooperatives almost entirely concerned with marketing eggs and poultry, there are more than 700 marketing and purchasing associations which handle these products as a side-line activity.

Membership in the poultry and egg group has varied from 50,000 in the 1925-26 marketing season to 112,500 in the 1936-37 season. During recent years the membership in this group has been between 4 and 5 percent of the membership of all farmers' marketing associations.

For the last three marketing seasons the poultry and egg cooperatives have transacted 4.4 percent of the dollar business for all the associations classified as marketing cooperatives.

Actual dollar sales have varied greatly from year to year since the beginning of the 1920's. The best showing was for the 1937-38 season when the cooperative poultry and egg business reached $91,000,000 (table 17).

As turkeys are a large item in the annual business of this group of associations the annual turkey crop and the average price for turkeys are important factors in determining the total of dollar business for the entire group.

Detailed figures for number of active associations, estimated membership, and estimated business as collected in 14 of the Nation-wide surveys are given in table 17.

WOOL, MOHAIR

One-hundred thirty-four cooperatives in 35 States assisted in marketing the 1939 wool and mohair clips. Most of the associations were local enterprises which functioned only a few weeks during the year and were primarily engaged in receiving the clips of their members and combining these into carlots for shipment to regional cooperatives, to mills, or to the central markets. Twenty-four regional associations were active during the year and one national association. The latter was located in Boston and served as a sales agency for many of the regional associations and for some large-scale wool producers.

The total membership in the 134 active associations was reported as 62,000 and the total cooperative sales were $11,000,000.

Data indicating the growth of cooperative wool marketing since 1921 and the relative importance of this group of cooperatives in the larger group of all mar-

TABLE 19. - FARMERS' PURCHASING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS FOR LEADING STATES, 1939-40 MARKETING SEASON

State 1/	Associations	Members	Business
	Number	*Number*	*$1,000*
New York	186	60,000	43,200
Minnesota	253	79,000	28,700
Illinois	131	94,000	26,000
Ohio	110	35,000	23,600
Massachusetts	13	92,500	23,000
Indiana	92	52,000	22,500
Wisconsin	224	61,000	21,200
Missouri	157	30,000	20,000
California	29	15,000	15,500
Virginia	53	40,000	13,500
All others	1,401	341,500	120,800
Total	2,649	900,000	358,000

1/ *Arrayed according to dollar business.*

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

TABLE 20. - FARMERS' PURCHASING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING AND PURCHASING ASSOCIATIONS, FOR SPECIFIED PERIODS 1/, 1913 - 1939-40

Period	Associations Listed 2/		Estimated Members 3/		Estimated Business 4/	
	Number	*Percent 5/*	*Number*	*Percent 5/*	*$1,000*	*Percent 5/*
1913	111	3.6	-	-	5,928	1.9
1921	6/ 898	12.2	-	-	57,721	4.6
1925-26	1,217	11.3	247,000	9.1	135,000	5.6
1927-28	1,205	10.6	398,000	13.3	128,000	5.6
1929-30	1,454	12.1	470,000	15.2	190,000	7.6
1930-31	1,588	13.3	392,000	13.1	215,000	9.0
1931-32	1,645	13.8	533,000	16.7	181,000	9.4
1932-33	1,648	15.0	542,700	18.1	140,500	10.5
1933-34	1,848	17.0	692,000	21.9	152,000	11.1
1934-35	1,906	17.8	790,000	24.1	187,000	12.2
1935-36	2,112	20.1	950,000	26.0	254,000	13.8
1936-37 7/	2,601	24.2	856,000	26.2	313,400	14.3
1937-38	2,600	23.9	900,000	26.5	350,000	14.6
1938-39	2,600	24.3	890,000	27.0	335,000	16.0
1939-40	2,649	24.7	900,000	28.1	358,000	17.2

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

2/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

4/ Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

5/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

6/ Associations reporting dollar business.

7/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

keting cooperatives are given in table 18. Number of associations, estimated membership, and estimated business for the 1939 year will be found in table 23.

MISCELLANEOUS PRODUCTS

There are numerous small groups of cooperatives handling other commodities than those so far mentioned. Among these are ten associations handling tobacco with a membership of about 68,000 growers in seven States. During the 1939-40 marketing season the business handled amounted to $11,500,000 (table 23).

Another small group sells forage crops, such as alfalfa, hay, and forage crop seeds.

Three associations, one each in New York, Vermont, and Wisconsin, market maple products.

Then there are associations engaged in performing some one of the marketing functions such as transportation. Cooperatives for furnishing trucking service seem to be on the increase as are also cooperatives for storage.

There are a number of associations which furnish on a cooperative basis such business services as auditing, management, supervision, and advertising. Altogether these miscellaneous enterprises number more than 350. They report about 65,000 members, and dollar business for the 1939-40 marketing season of $31,500,000 (table 23).

PURCHASING ASSOCIATIONS

Nearly one-half (47.1 percent) of the active purchasing associations are in 10 States, and more than one-half of this one-half, are in the 3 States of Minnesota, Wisconsin, and New York. The number of organizations credited to these States are Minnesota, 253; Wisconsin, 224; New York, 186. Other States with large numbers of enterprises concerned with the cooperative purchase of supplies are, Missouri, Illinois, Ohio, and Indiana (table 19).

More than one-third of the 900,000 members in the purchasing associations are reported in four States -- Illinois, Massachusetts, Minnesota, and Wisconsin. More than one-third of the cooperative purchasing by farmers is handled by associations in New York, Minnesota, Illinois, and Ohio.

There are one or more farmers' purchasing associations in every one of the 48 States except Rhode Island [9/]. The 10 States listed in table 19 have 62 percent of the members and the associations in these States handle about two-thirds of the purchasing business.

The cooperative purchasing of supplies has been increasing in relative importance for more than a quarter of a century (table 20). When the first Nation-wide survey was made in 1913, the business of the farmers' purchasing associations was less than 2 percent of the total cooperative business reported by the farmers' associations. By 1921 the purchasing business had increased to 4.6 percent of the total by farmers' cooperatives; by 1931 it was 9 percent, and at the close of the 1939-40 marketing season it was 17.2 percent of the total (table 20). The amount of business reported by the 2,649 organizations classified in 1939-40 as purchasing associations was $358,000,000. But part of this total represents sales of farm products. At the same time the business of the 8,051 associations classified as primarily marketing organizations includes a considerable amount of supply business. The exact figures for the two groups for the 1939-40 marketing season are: Marketing business by purchasing associations $82,698,000 and purchasing business by marketing associations $172,900,000. After subtracting the first figure from $358,000,000 and adding the second we have $448,200,000 as the amount of

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9/ Purchasing service, however, is provided in this State by local units of a regional purchasing association.

TABLE 21. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES, BY GEOGRAPHIC DIVISIONS, 1939-40 MARKETING SEASON 1/

Geographic Division	Associations Listed 2/		Estimated Members 3/		Estimated Business 4/	
	Number	*Percent*	*Number*	*Percent*	*$1,000*	*Percent*
New England	162	1.5	136,690	4.3	82,175	3.9
Middle Atlantic	544	5.1	213,775	6.7	209,540	10.0
East North Central	2,611	24.4	893,100	27.9	549,190	26.3
West North Central	4,319	40.4	975,830	30.5	527,620	25.3
South Atlantic	514	4.8	180,640	5.6	100,635	4.8
East South Central	282	2.6	188,920	5.9	55,785	2.7
West South Central	790	7.4	250,305	7.8	133,140	6.4
Mountain	563	5.3	153,180	4.8	87,070	4.2
Pacific	915	8.5	207,560	6.5	341,845	16.4
Total	10,700	100.0	3,200,000	100.0	2,087,000	100.0

1/ A marketing season includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

2/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contact members, and shareholders, but do not include patrons not in these categories.

4/ Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

purchasing business by these two groups of farmers' cooperatives. Comparable data for purchasing business for recent years are as follows (see footnotes 4, 6, 7, and 8, table 3): 10/

1935-36	$315,000,000
1936-37	313,400,000
1937-38	440,000,000
1938-39	416,000,000
1939-40	448,200,000

The detailed data for purchasing activities as revealed by 16 of the national surveys are given in table 20.

DATA FOR 1939-40 BY GEOGRAPHIC DIVISIONS

The break-down by geographic divisions for the data collected in the 1939-40 survey of farmers' cooperatives is given in table 21.

10/ Purchasing totals as well as marketing totals were greatly affected by the low and high price levels of the 1930's.

TABLE 22. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES, BY SPECIFIED GROUPS, 1939-40 MARKETING SEASON 1/

Group	Associations Listed 2/		Estimated Members 3/		Estimated Business 4/	
	Number	*Percent*	*Number*	*Percent*	*$1,000*	*Percent*
Marketing:						
Cotton and products	536	5.0	270,000	8.5	78,000	3.7
Dairy products	2,395	22.4	620,000	19.4	560,000	26.8
Fruits, vegetables	1,088	10.2	145,000	4.5	273,000	13.1
Grain, dry beans, rice	2,462	23.0	365,000	11.4	390,000	18.7
Livestock	844	7.9	580,000	18.1	282,000	13.5
Nuts	51	.5	21,000	.7	16,000	.8
Poultry, Eggs	181	1.7	104,000	3.3	76,000	3.6
Tobacco	10	.1	68,000	2.1	11,500	.6
Wool, mohair	134	1.2	62,000	1.9	11,000	.5
Miscellaneous 5/	350	3.3	65,000	2.0	31,500	1.5
Total marketing	8,051	75.3	2,300,000	71.9	6/ 1,729,000	82.8
Purchasing	2,649	24.7	900,000	28.1	6/ 358,000	17.2
Total marketing and purchasing	10,700	100.0	3,200,000	100.0	6/ 2,087,000	100.0

1/ A marketing season includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

2/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

4/ Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

5/ Includes associations handling commodities not specified above, those handling several types of commodities, and those furnishing special marketing or other services.

6/ The purchasing business of the marketing associations is estimated at $172,900,000 and the marketing business of the purchasing associations is estimated at $82,700,000. After adjustments the totals are: Marketing $1,638,800,000, purchasing $448,200,000, total $2,087,000,000.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

The seven West North Central States lead in number of active organizations and in estimated membership, although the lead has been getting less and less for some years. The five East North Central States report a larger dollar business than any other division. The other divisions, measured by amount of business transacted ranked as follows: West North Central, Pacific, Middle Atlantic, West South Central, South Atlantic, Mountain, New England, and East South Central (table 21).

COMMODITY BREAK-DOWN FOR 1939-40

The commodity group with the largest number of active associations for the 1939-40 marketing season was the one made up of cooperatives purchasing feed, seed, fertilizer, petroleum products, and general merchandise. The organizations in this group constituted nearly one-fourth of all the farmers' marketing and purchasing cooperatives. This group also has the largest number of members, 900,000. The second largest membership group is the 2,395 associations handling dairy products with 620,000 members (table 22).

At the beginning of the 1930's, the associations making up the grain group had the greatest dollar business to its credit, but now this group is outranked by the dairy associations with the grain marketing associations second and the purchasing group third.

ASSOCIATIONS, MEMBERS, AND BUSINESS BY STATES AND COMMODITIES

Detailed figures for the number of associations, estimated membership, and estimated business by commodity groups, geographic divisions, and States are shown in table 23.

TABLE 23. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: NUMBER 1/, ESTIMATED MEMBERSHIP 2/ 3/ AND ESTIMATED BUSINESS 3/ 4/ BY SPECIFIED GROUPS, GEOGRAPHIC DIVISIONS, AND STATES, 1939-40 MARKETING SEASON 5/

GEOGRAPHIC DIVISION AND STATE	COTTON AND COTTON PRODUCTS			DAIRY PRODUCTS			FRUITS AND VEGETABLES		
	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	Number	$1,000	Number	Number	$1,000	Number	Number	$1,000
United States	536	270,000	78,000	2,395	620,000	560,000	1,088	145,000	273,000
NEW ENGLAND:				53	20,500	36,590	16	1,240	7,650
Maine				3	500	340	8	500	1,600
New Hampshire				3	400	820	2	70	210
Vermont				31	6,400	9,200			
Massachusetts				11	10,000	19,500	5	500	5,830
Rhode Island				1	1,000	1,330			
Connecticut				4	2,200	5,400	1	170	10
MIDDLE ATLANTIC:				113	75,150	117,980	62	10,700	12,730
New York				79	52,000	92,400	41	6,000	7,270
New Jersey				2	150	230	7	2,500	2,760
Pennsylvania				32	23,000	25,350	14	2,200	2,700
EAST NORTH CENTRAL:				923	184,000	161,500	96	13,220	15,890
Ohio				36	26,000	20,600	17	1,800	4,300
Indiana				27	20,000	9,500	8	1,000	420
Illinois				80	38,000	31,000	12	720	520
Michigan				66	39,000	35,400	46	8,200	8,400
Wisconsin				714	61,000	65,000	13	1,500	2,250
WEST NORTH CENTRAL:				1,074	247,200	146,800	76	11,420	7,130
Minnesota				632	90,000	75,000	24	3,800	1,130
Iowa				280	66,000	39,500	6	530	170
Missouri				15	22,000	10,500	29	5,100	630
North Dakota				34	7,200	2,700	6	340	290
South Dakota				50	18,000	5,200	2	370	450
Nebraska				47	37,000	8,800	6	1,200	4,260
Kansas				16	7,000	5,100	3	80	200
SOUTH ATLANTIC:	17	41,900	4,770	35	6,940	20,750	155	16,100	30,940
Delaware							2	40	40
Maryland				4	4,300	12,200	8	1,160	2,450
District of Columbia									
Virginia				11	1,400	3,100	25	3,000	1,440
West Virginia				2	90	250	3	30	130
North Carolina	3	3,700	1,900	7	260	1,000	12	2,100	710
South Carolina	1	5,000	410				10	990	1,670
Georgia	9	33,000	2,450	7	800	1,800	14	4,080	1,300
Florida	4	200	10	4	90	2,400	81	4,700	23,200
EAST SOUTH CENTRAL:	71	63,000	31,700	15	4,340	4,240	46	5,750	2,170
Kentucky				3	1,540	2,180	14	2,320	570
Tennessee	2	6/40,000	7,000	9	2,000	1,700	12	980	370
Alabama	7	5,000	1,700				15	2,000	1,030
Mississippi	62	18,000	23,000	3	800	360	5	450	200
WEST SOUTH CENTRAL:	428	162,120	38,550	24	17,800	8,800	77	9,000	9,410
Arkansas	3	120	1,340				24	2,850	1,100
Louisiana	6	32,000	4,200	3	2,100	1,700	23	3,550	4,900
Oklahoma	87	27,000	6,750	15	7,600	2,400	2	320	80
Texas	332	103,000	26,260	6	8,100	4,700	28	2,280	3,330
MOUNTAIN:	11	1,500	980	53	31,070	11,600	95	22,670	24,080
Montana				11	1,570	900	4	920	4,150
Idaho				12	23,400	7,500	19	2,030	5,000
Wyoming				8	880	600	3	590	430
Colorado				11	1,880	800	35	11,000	9,450
New Mexico	10	1,400	955				2	130	60
Arizona	1	100	25	3	340	640	5	1,000	890
Utah				8	3,000	1,160	27	7,000	4,100
Nevada									
PACIFIC:	9	1,480	2,000	105	33,000	51,740	465	54,900	163,000
Washington				30	15,500	14,700	60	7,800	19,000
Oregon				39	9,500	8,540	47	7,100	13,000
California	9	1,480	2,000	36	8,000	28,500	358	40,000	131,000

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

2/ Includes members, contract members, and shareholders, but does not include patrons not in these categories.

3/ Estimated membership and estimated business for each association is credited to the State in which the association has its headquarters.

4/ Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations either on a commission or a brokerage basis.

5/ A marketing season includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

6/ About 80 percent of the membership is in Arkansas, 15 percent in Tennessee, and 5 percent in Missouri.

TABLE 23: *(Continued)*

GEOGRAPHIC DIVISION AND STATE	GRAIN 7/			LIVESTOCK			NUTS		
	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	Number	$1,000	Number	Number	$1,000	Number	Number	$1,000
United States	2,462	365,000	390,000	844	580,000	282,000	51	21,000	16,000
NEW ENGLAND:									
Maine									
New Hampshire									
Vermont									
Massachusetts									
Rhode Island									
Connecticut									
MIDDLE ATLANTIC:	1	200	30	4	17,050	6,440			
New York				1	10,000	3,300			
New Jersey				1	50	40			
Pennsylvania	1	200	30	2	7,000	3,100			
EAST NORTH CENTRAL:	596	92,500	118,100	272	302,000	141,000			
Ohio	139	26,500	28,000	15	59,000	27,000			
Indiana	56	8,000	14,000	22	42,000	22,400			
Illinois	316	41,000	58,000	72	130,000	72,000			
Michigan	63	13,000	15,600	25	16,000	7,600			
Wisconsin	22	4,000	2,500	138	55,000	12,000			
WEST NORTH CENTRAL:	1,548	226,950	182,700	450	191,900	88,960			
Minnesota	240	42,000	41,700	230	90,000	37,000			
Iowa	264	43,000	35,700	103	32,000	25,000			
Missouri	77	12,250	12,500	19	50,000	14,000			
North Dakota	305	34,000	26,600	76	8,900	1,570			
South Dakota	171	25,500	14,000	7	2,000	1,450			
Nebraska	243	34,700	19,600	7	5,000	7,640			
Kansas	248	35,500	32,600	8	4,000	2,300			
SOUTH ATLANTIC:	5	700	410	50	10,220	1,760	10	7,600	1,965
Delaware									
Maryland	4	600	380						
District of Columbia									
Virginia	1	100	30	15	2,100	180	3	1,000	500
West Virginia				16	4,000	450			
North Carolina				6	1,500	260	1	600	65
South Carolina				7	1,900	700			
Georgia				3	220		6	6,000	1,400
Florida				3	500	170			
EAST SOUTH CENTRAL:				15	23,300	3,250	1	20	50
Kentucky				1	7,000	1,170			
Tennessee				3	8,600	880			
Alabama				11	7,700	1,200	1	20	50
Mississippi									
WEST SOUTH CENTRAL:	124	18,500	43,940	5	10,000	19,300	3	1,620	725
Arkansas	3	600	2,100	2		8/			
Louisiana	1	1,000	1,540						
Oklahoma	77	11,600	21,800	1	7,000	6,300			
Texas	43	5,300	18,500	2	3,000	9/ 13,000	3	1,620	725
MOUNTAIN:	108	16,450	16,920	36	19,330	13,100			
Montana	48	6,500	5,700	7	1,000	50			
Idaho	24	4,000	5,900	20	7,000	2,870			
Wyoming	5	900	350						
Colorado	24	4,500	2,930	5	9,200	5,650			
New Mexico	1	350	270	1	60	8/			
Arizona									
Utah	6	200	1,770	2	2,000	4,450			
Nevada				1	70	80			
PACIFIC:	80	9,700	27,900	12	6,200	8,190	37	11,760	13,260
Washington	42	4,900	16,600	2	600	650	1	160	60
Oregon	14	3,100	3,700	4	2,300	1,440	7	1,600	1,200
California	24	1,700	7,600	6	3,300	6,100	29	10,000	12,000

7/ Includes dry beans and rice.
8/ Less than $10,000.
9/ Includes business at Kansas City, Missouri.

TABLE 23. *(Continued)*

GEOGRAPHIC DIVISION AND STATE	POULTRY AND POULTRY PRODUCTS			TOBACCO			WOOL AND MOHAIR		
	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	Number	$1,000	Number	Number	$1,000	Number	Number	$1,000
United States	181	104,000	76,000	10	68,000	11,500	134	62,000	11,000
NEW ENGLAND:	12	6,860	5,030				3	1,150	1,920
Maine							1	700	8/
New Hampshire	1	1,600	560						
Vermont									
Massachusetts	5	2,200	1,990				2	450	1,920
Rhode Island	1	260	120						
Connecticut	5	2,800	2,360						
MIDDLE ATLANTIC:	18	13,100	10,030				34	5,500	260
New York	4	4,000	2,100				3	500	60
New Jersey	7	5,300	4,800						
Pennsylvania	7	3,800	3,130				31	5,000	200
EAST NORTH CENTRAL:	15	3,410	1,740	3	3,700	520	5	11,870	1,040
Ohio	5	2,000	1,240	1	1,200	30	1	6,000	660
Indiana	5	1,100	270				1	2,800	90
Illinois	2	60	70				1	730	50
Michigan	1	50	10				1	340	40
Wisconsin	2	200	150	2	2,500	490	1	2,000	200
WEST NORTH CENTRAL:	36	12,130	8,045	1	700	90	21	20,500	2,900
Minnesota	2	500	370				3	700	380
Iowa	4	3,100	540				10	2,500	260
Missouri	16	5,300	6,300	1	700	90	4	7,000	740
North Dakota	1	800	100				2	4,000	400
South Dakota	2	230	15				1	6,000	1,120
Nebraska	6	1,200	390						
Kansas	5	1,000	330				1	300	8/
SOUTH ATLANTIC:	19	4,165	1,005	2	14,600	3,560	15	9,640	365
Delaware	1	70	90						
Maryland	2	120	90	1	6,600	2,500	1	40	15
District of Columbia	1	10	565						
Virginia	2	150	10	1	8,000	1,060	11	5,500	210
West Virginia	5	100	50				3	4,100	140
North Carolina	7	3,700	200						
South Carolina									
Georgia									
Florida	1	15	8/						
EAST SOUTH CENTRAL:	3	1,570	195	4	49,000	7,330	17	6,740	400
Kentucky	1	50	8/	3	35,000	6,130	5	2,600	210
Tennessee	1	1,400	85	1	14,000	1,200	9	3,900	170
Alabama							2	200	20
Mississippi	1	120	110				1	40	
WEST SOUTH CENTRAL:	9	3,255	1,125				3	1,010	200
Arkansas	1	35	25						
Louisiana							2	750	180
Oklahoma	1	90	8/						
Texas	7	3,130	1,100				1	260	20
MOUNTAIN:	43	19,010	6,430				32	3,990	3,280
Montana	15	2,200	220				7	600	260
Idaho	2	1,200	670				12	1,500	620
Wyoming	5	640	30				4	320	100
Colorado	11	7,400	550				3	1,100	1,280
New Mexico							2	90	180
Arizona	1	10	8/				1	100	180
Utah	5	7,100	4,550				2	250	600
Nevada	4	460	410				1	30	60
PACIFIC:	26	40,500	42,400				4	1,600	635
Washington	6	27,500	13,600				1	20	80
Oregon	6	2,500	3,800				1	1,400	500
California	14	10,500	25,000				2	180	55

8/ Less than $10,000

TABLE 23. *(Continued)*

GEOGRAPHIC DIVISION AND STATE	MISCELLANEOUS 10/			PURCHASING 11/			TOTAL		
	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	Number	$1,000	Number	Number	$1,000	Number	Number	$1,000
United States	350	65,000	31,500	2,649	900,000	358,000	10,700	3,200,000	2,087,000
NEW ENGLAND:	11	1,490	430	67	105,450	30,555	162	136,690	82,175
Maine				24	5,600	1,890	36	7,300	3,830
New Hampshire	1	130	150	4	5,000	3,180	11	7,200	4,920
Vermont	1	150	80	4	1,000	615	36	7,550	9,895
Massachusetts	4	660	70	13	92,500	23,000	40	106,310	52,310
Rhode Island	1	170	20				3	1,430	1,470
Connecticut	4	380	110	22	1,350	1,870	36	6,900	9,750
MIDDLE ATLANTIC:	20	4,375	2,370	292	87,700	59,700	544	213,775	209,540
New York	11	1,775	510	186	60,000	43,200	325	134,275	148,840
New Jersey	6	2,000	1,400	28	9,500	6,100	51	19,500	15,330
Pennsylvania	3	600	460	78	18,200	10,400	168	60,000	45,370
EAST NORTH CENTRAL:	73	21,400	5,400	628	261,000	104,000	2,611	893,100	549,190
Ohio	5	5,000	440	110	35,000	23,600	329	162,500	105,870
Indiana	6	1,000	260	92	52,000	22,500	217	127,900	69,440
Illinois	24	10,000	600	131	94,000	26,000	638	314,510	188,240
Michigan	20	2,600	1,800	71	19,000	10,700	293	98,190	79,550
Wisconsin	18	2,800	2,300	224	61,000	21,200	1,134	190,000	106,090
WEST NORTH CENTRAL:	110	15,130	7,590	1,003	249,900	83,405	4,319	975,830	527,620
Minnesota	19	3,100	690	253	79,000	28,700	1,403	309,100	184,970
Iowa	5	590	1,000	136	45,000	11,500	808	192,720	113,670
Missouri	61	8,000	4,800	157	30,000	20,000	379	140,350	69,560
North Dakota	9	800	160	98	18,700	5,200	531	74,740	37,020
South Dakota	3	900	240	70	16,000	4,800	306	69,000	27,275
Nebraska	5	740	60	170	44,500	8,955	484	124,340	49,705
Kansas	8	1,000	640	119	16,700	4,250	408	65,580	45,420
SOUTH ATLANTIC:	48	7,945	8,080	158	60,830	27,030	514	180,640	100,635
Delaware				5	1,100	290	8	1,210	420
Maryland	6	600	420	29	7,000	7,900	55	20,420	25,955
District of Columbia							1	10	565
Virginia	2	90	10	53	40,000	13,500	124	61,340	20,040
West Virginia	1	15	8/	13	2,200	890	43	10,535	1,910
North Carolina	18	6,000	2,200	40	6,000	3,000	94	23,860	9,335
South Carolina	2	140	10	1	30	10	21	8,060	2,800
Georgia	12	800	340	10	4,000	380	61	48,900	7,670
Florida	7	300	5,100	7	500	1,060	107	6,305	31,940
EAST SOUTH CENTRAL:	27	7,400	760	83	27,800	5,690	282	188,920	55,785
Kentucky	2	400	90	7	1,700	280	36	50,610	10,630
Tennessee	7	800	180	16	5,000	380	60	76,680	11,965
Alabama	8	4,000	260	41	15,000	3,480	85	33,920	7,740
Mississippi	10	2,200	230	19	6,100	1,550	101	27,710	25,450
WEST SOUTH CENTRAL:	18	2,000	3,330	99	25,000	7,760	790	250,305	133,140
Arkansas	2	200	170	6	450	360	41	4,255	5,095
Louisiana	8	800	2,800	6	250	600	49	40,450	15,920
Oklahoma	1	100	80	28	11,000	2,100	212	64,710	39,510
Texas	7	900	280	59	13,300	4,700	488	140,890	72,615
MOUNTAIN:	16	2,840	1,150	169	36,320	9,530	563	153,180	87,070
Montana	8	600	230	88	10,000	3,850	188	23,390	15,360
Idaho	3	460	150	31	12,000	2,000	123	51,590	24,710
Wyoming	1	1,200	440	8	2,600	480	34	7,130	2,430
Colorado	2	200	130	29	9,260	1,870	120	44,540	22,660
New Mexico	1	300	8/	2	1,280	640	19	3,610	2,105
Arizona	1	80	200	2	160	50	14	1,790	1,985
Utah				7	840	620	57	20,390	17,250
Nevada				2	180	20	8	740	570
PACIFIC:	27	2,420	2,390	150	46,000	30,330	915	207,560	341,845
Washington	8	620	280	83	20,000	11,030	233	77,100	76,000
Oregon	9	1,200	480	38	11,000	3,800	165	39,700	36,460
California	10	600	1,630	29	15,000	15,500	517	90,760	229,385

8/ Less than $10,000.

10/ Includes associations handling commodities not specified elsewhere, those handling several types of commodities, and those furnishing special marketing or other services.

11/ The purchasing business of the marketing associations is estimated at $172,900,000, and the marketing busineas of the purchasing associations is estimated at $82,698,000. After adjustments the totals are: marketing, $1,838,800,000; purchasing, $448,200,000; total, $2,087,000,000.

SOURCE OF DATA: Records of the Historical and Statistical section, Cooperative Research and Service division, Farm Credit Administration.