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UNITED STATES DEPARTMENT OF AGRICULTURE  
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WASHINGTON, D. C.

STATISTICS OF FARMERS'  
MARKETING AND PURCHASING COOPERATIVES  
1940-1941 MARKETING SEASON

By  
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and  
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COOPERATIVE RESEARCH AND SERVICE DIVISION

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# STATISTICS OF FARMERS' MARKETING AND PURCHASING COOPERATIVES, 1940-41 MARKETING SEASON

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## SOURCE OF DATA

The office now known as the Cooperative Research and Service Division of the Farm Credit Administration has been collecting data pertaining to cooperative selling and buying by farmers since 1913. Information was obtained by mail from 889 associations for the year 1912 and from 3,099 associations for 1913.<sup>1</sup> The 3,000 odd cooperatives reporting for 1913 were less than one-half of the number now known to have been active at that time.<sup>2</sup> The sample of 3,000 enterprises, however, is sufficient for determining the geographic distribution of the associations and the membership and dollar business data are adequate for determining the relative importance of the marketing and purchasing groups and the importance of the commodity subdivisions within the marketing group. Hence the year 1913 is considered the starting point for the statistical tables appearing in this report.

Following the return of schedules for 1915 the available data concerning purchasing and marketing were tabulated and published.<sup>3</sup>

<sup>1</sup>Jesness, O. B., and Kerr, W. H., *Cooperative Purchasing and Marketing Organizations Among Farmers in the United States*, U. S. Dept. Agr., Bul. 547, 82 pp., illus., 1917. See pp. 14-25.

<sup>2</sup>Elsworth, R. H., and Wanstall, Grace, *Farmers' Marketing and Purchasing Cooperatives, 1863-1939*, F.C.A., Misc. Rpt. 40, 36 pp., illus., 1941. See pp. 24-33.

<sup>3</sup>Jesness, O. B., and Kerr, W. H., *Cooperative Purchasing and Marketing Organizations Among Farmers in the United States*, U. S. Dept. Agr., Bul. 547, 82 pp., illus. See table 3, p. 27. A retabulation by States of the data collected for the years 1912-15 will be found in *Agricultural Cooperative Associations, Marketing and Purchasing, 1925* (U. S. Dept. Agr. Tech. Bul. 40, 98 pp., illus., 1928). See pp. 70-75. The membership and business figures appearing in this table are estimates based on data for 4 years rather than for any 1 year.

A mail survey for 1921 resulted in returns from more than 7,000 associations and enough data for estimating the dollar business (tables 1 and 3).<sup>4</sup> The data collected in the survey for 1925 arranged with text, tables, charts, and supplemental information was published in bulletin form in 1928.<sup>5</sup>

Mail surveys were made for the 1927-28 marketing season<sup>6</sup> and all marketing seasons from 1929-30 to the present time<sup>7</sup> except for 1936-37 when an association survey was made by representatives of the Banks for Cooperatives in cooperation with 33 of the State agricultural colleges.<sup>8</sup> Information in much greater detail was obtained by the personal visits to the cooperatives than it has been possible to obtain from schedules mailed to the associations.

This, the most recent survey, is for the 1940-41 marketing season. The following pages not only deal in detail with the last marketing season but give data which show the trends for the more important farmer cooperative groups, based on all the surveys beginning with that for 1913.

#### NUMBER OF ASSOCIATIONS

The peak period for total<sup>9</sup> marketing and purchasing associations was the 1929-30 marketing season when there were 12,000 active enterprises. Business had been good during the preceding years and the number of new associations formed more than offset the losses by discontinuances. Since then the number of associations of record has dropped by 1,400 and is now 10,600 (table 1).

The more significant fact brought out by table 1 is the increase in the percentage which the purchasing associations were of the total number. In 1913 this percentage was 3.6 and at the close of the 1940-41 marketing season it was 25.1. The percentage is increasing less rapidly now than during the years 1927 to 1937.

<sup>4</sup> Elsworth, R. H., Development and Present Status of Farmers' Cooperative Business Organizations, U. S. Dept. Agr., Bul. 1302, 76 pp., illus., 1925. See pp. 38-41. This publication also contained data as to the percentage of the reporting associations incorporated, organized with capital stock, paying capital stock dividends, paying patronage dividends, and consisting only of producers, pp. 30-32. The number of purchasing associations handling specified lines of supplies was included, pp. 45-46.

<sup>5</sup> Elsworth, R. H., Agricultural Cooperative Associations, Marketing and Purchasing, 1925, U. S. Dept. Agr., Tech. Bul. 40, 98 pp., illus., 1928.

<sup>6</sup> Elsworth, R. H., Cooperative Marketing and Purchasing, 1920-1930, U. S. Dept. Agr., Cir. 121, 56 pp., illus., 1930. See pp. 7-11.

<sup>7</sup> Elsworth, R. H., Statistics of Farmers' Selling and Buying Associations, United States, 1863-1931, Federal Farm Board Bul. 9, 91 pp., illus., 1932. See appendix, table 5, pp., 75-79 which includes data for 1930-31. Elsworth, R. H., Statistics of Farmers' Cooperative Business Organizations, 1920-1935, F.C.A., Bul. 6, 129 pp., illus., 1936. See appendix, table 49, pp. 118-121 for data for the 1934-35 marketing season. Data for the 48 States by specified groups for marketing seasons have been published by the Farm Credit Administration as follows: 1935-36 marketing season, Misc. Rpt. 12; 1937-38, Misc. Rpt. 18; 1938-39, Misc. Rpt. 21; 1939-40, Misc. Rpt. 34.

<sup>8</sup> A Statistical Handbook of Farmers' Cooperatives, F.C.A., Bul. 26, 334 pp., 1938.

<sup>9</sup> These data are from the annual surveys and include only the associations then reported as active.

TABLE 1. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS:<sup>1</sup> NUMBER LISTED FOR SPECIFIED PERIODS,<sup>2</sup> 1913 TO 1940-41

Period	Marketing		Purchasing		Total	
	Number	Percent	Number	Percent	Number	Percent
1913 <sup>3</sup> . . . . .	2,988	96.4	111	3.6	3,099	100.0
1915 <sup>3</sup> . . . . .	5,149	94.9	275	5.1	5,424	100.0
1921 <sup>4</sup> . . . . .	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 <sup>5</sup> . . . . .	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
1940-41 . . . . .	7,943	74.9	2,657	25.1	10,600	100.0

<sup>1</sup> 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.

<sup>2</sup> 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.

<sup>3</sup> Compiled from data appearing in U. S. Dept. Agr. Bul. 547, 82 pp., illus., 1917. See pp. 14-25; and U. S. Dept. Agr. Tech. Bul. 40, 98 pp., illus., 1928. See pp. 70-75.

<sup>4</sup> Includes only associations reporting dollar business.

<sup>5</sup> Data are from a survey made by the Farm Credit Administration in cooperation with the district banks for cooperatives and 33 State agricultural colleges for 1936-37.

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

## MEMBERSHIP

The data received for membership is far from satisfactory. Some associations count as members only those who have the right to vote for directors, others count all who use the services of the associations, and the records of other enterprises are so few that when called on for membership data their best is only an estimate. It is believed, however, that these estimates are useful in determining trends from year to year.

In 1915 approximately 91 percent of the total membership was in the marketing associations and only about 9 percent was credited to the purchasing associations. Today the purchasing associations furnish nearly 29 percent of the total members (table 2). This percentage has increased each marketing season since 1930-31. Recent developments suggest that there may be less change in the trend in the immediate future.

TABLE 2. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: ESTIMATED MEMBERSHIP<sup>1</sup> FOR SPECIFIED PERIODS,<sup>2</sup> 1915 TO 1940-41

Period	Marketing		Purchasing		Total	
	Number	Percent	Number	Percent	Number	Percent
1915 <sup>3</sup>	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 <sup>4</sup>	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
1940-41	2,420,000	71.2	980,000	28.8	3,400,000	100.0

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

<sup>2</sup>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.

<sup>3</sup>Compiled from data appearing in U. S. Dept. Agr. Bul. 547, 82 pp., illus., 1917. See pp. 14-25; and U. S. Dept. Agr. Tech. Bul. 40, 98 pp., illus., 1928. See pp. 70-75.

<sup>4</sup>Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and 33 State agricultural colleges for 1936-37.

SOURCE OF DATA: See table 1.

## COOPERATIVE DOLLAR BUSINESS

The dollar is probably the best denominator for measuring farmer cooperative activity as a whole. There are better measures for individual commodities, such as the percentage which the cooperatively handled wheat is of the total quantity passing through the channels of trade, or the percentage of petroleum products handled cooperatively.

But a total of bushels of wheat and gallons of gasoline is meaningless. It is only when the bushels and gallons are converted to dollars that we can obtain comparable figures.

The dollar as a measure, however, is not all that might be wished. The quantity of goods and service it represents varies from month to month and for some commodities from day to day. Index numbers have been calculated for many commodities, and groups of commodities. These provide a means of reducing wheat and gasoline dollars to a common base, and thus permit comparisons not otherwise possible.

Another shortcoming of the dollar as a common denominator, is that it does not always represent the same amount of cooperative activity. This is especially true when the business of a handling, processing, and selling enterprise is compared with the sales value of the goods sold or bought cooperatively on a brokerage or

collective bargaining basis. In the first case, the returns from sales represent considerable cooperative activity and in the second very little. This situation brings us face to face with the question, are we interested in the amount of cooperative activity as measured in dollars or the value of the products touched by cooperative effort. This question is frequently the subject of debate.

Twenty-five years ago, there were few cooperative brokerage enterprises and collective bargaining cooperatives. A considerable portion of the business of today, however, is handled by these two types. In consequence, the figures of 1913 and those of 1940-41 are not strictly comparable.

With the above facts in mind, it may be noted that the dollar business of the cooperatives has increased since 1913 from less than a third of a billion dollars to more than two and a quarter billions. In the early years, most of the activity was in the field of marketing; whereas, now 16 percent of the total business is purchasing, despite the fact that most of the bargaining and brokerage cooperatives are operating in the field of marketing. A larger and larger portion of the total dollar business has been reported by the purchasing associations as the years have passed (table 3).

TABLE 3. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: ESTIMATED BUSINESS<sup>1</sup> FOR SPECIFIED PERIODS,<sup>2</sup> 1913 TO 1940-41

Period	Marketing		Purchasing		Total	
	\$1,000	Percent	\$1,000	Percent	\$1,000	Percent
1913 <sup>3</sup>	304,385	98.1	5,928	1.9	310,313	100.0
1915 <sup>3</sup>	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	<sup>4</sup> 1,586,000	86.2	<sup>4</sup> 254,000	13.8	1,840,000	100.0
1936-37 <sup>5</sup>	1,882,600	85.7	313,400	14.3	2,196,000	100.0
1937-38	<sup>4</sup> 2,050,000	85.4	<sup>4</sup> 350,000	14.6	2,400,000	100.0
1938-39	<sup>4</sup> 1,765,000	84.0	<sup>4</sup> 335,000	16.0	2,100,000	100.0
1939-40	<sup>4</sup> 1,729,000	82.8	<sup>4</sup> 358,000	17.2	2,087,000	100.0
1940-41	<sup>4</sup> 1,911,000	83.8	<sup>4</sup> 369,000	16.2	2,280,000	100.0

<sup>1</sup>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.

<sup>2</sup>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.

<sup>3</sup>Compiled from data appearing in U. S. Dept. Agr. Bul. 547, 82 pp., illus., 1917. See pp. 14-25; and U. S. Dept. Agr. Tech. Bul. 40, 98 pp., illus., 1928. See pp. 70-75.

<sup>4</sup>After making adjustments for the purchasing business of the marketing associations and the marketing business of the purchasing associations it is estimated that the total purchasing business was about as follows: 1935-36, marketing season, \$315,000,000; 1936-37, \$313,400,000; 1937-38, \$440,000,000; 1938-39, \$416,000,000; 1939-40, \$448,000,000; 1940-41, in excess of \$450,000,000.

<sup>5</sup>Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and 33 State agricultural colleges for 1936-37.

SOURCE OF DATA: See table 1.

Less than 2 percent of the total estimated marketing and purchasing business for 1913 was reported by the purchasing cooperatives. By 1921, the percentage was 4.6 percent; by 1930-31, it was 9 percent; and by 1939-40, it had increased to 17.2 percent, the all-time high. In the following year, 1940-41, it dropped to 16.2 percent; although there was an increase in both the number of purchasing associations and in the total cooperative purchasing membership.

In this connection, it should be pointed out that the selling prices of farm products increased 5 points from 1939 to 1940, whereas, the selling price of farm supplies increased but 2 points. Had the price level for both groups increased at the same rate, a better showing would have been made by the purchasing associations. Despite this fact the available data suggests that the increase in products marketed was greater than the increase in supplies purchased. This situation, in part at least, is due to the increased volume of business of the associations engaged in bargaining as to the prices to be paid their members for products delivered to processing plants.

### DISTRIBUTION OF BUSINESS

All surveys of farmers' cooperatives show that it is the farmers of the North Central States who have been most active in forming and operating both marketing and purchasing associations. The percentage of the total business credited to the 12 States in this group was 62 percent in 1913, and 52 percent for the 1940-41 marketing season. The area consisting of the 11 Western States has been second in importance, the 17 Atlantic Coast States third, and the 8 South Central States, fourth (table 4, fig. 1).

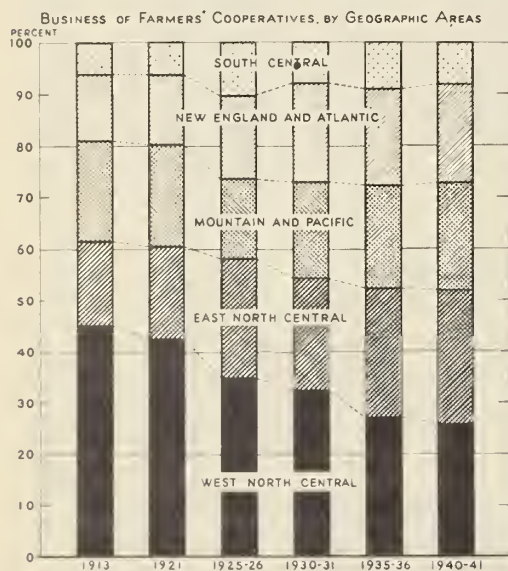


FIGURE 1. - More than one-half of the total cooperative marketing and purchasing business has been handled by the associations in the 12 North Central States. Prior to 1921 more than 40 percent of all the business was reported by the cooperatives in 7 States west of the Mississippi River (Minnesota, Iowa, Missouri, Kansas, Nebraska, North Dakota, South Dakota) and since about 1935 the 5 States east of the River (Ohio, Indiana, Illinois, Michigan, Wisconsin) have taken the lead. The percentage for these States for the 1940-41 marketing season was 26 percent.

Among the commodity groups, the grain farmers were responsible for 42 percent of the dollar cooperative business in 1913, and the dairy farmers for 19 percent. In the 1930-31 marketing season, each group furnished nearly 26 percent of the total business. Since that time, the dairy farmers have increased in number and activity and the grain farmers have become fewer and less active, with the result that now 30 percent of the cooperative business is credited to the dairymen and but 17 percent to the grain men (table 5, fig. 2). An important factor favoring the dairymen has been the organization of many price bargaining associations for fluid milk. These associations frequently serve

TABLE 4. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: PERCENTAGE OF ESTIMATED BUSINESS BY GEOGRAPHIC DIVISIONS FOR SPECIFIED PERIODS,<sup>1</sup> 1913 TO 1940-41

Geographic division	1913	1921	1925-26	1930-31	1935-36	1940-41
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
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	10.3
East North Central . . .	16.5	18.1	23.3	21.8	25.1	26.0
West North Central . . .	45.1	42.5	34.9	32.5	27.2	25.8
South Atlantic . . . . .	5.7	4.0	6.3	5.0	4.1	4.9
East South Central . . .	3.0	.8	4.9	2.5	3.4	2.3
West South Central . . .	3.1	5.5	5.4	5.5	5.8	6.0
Mountain . . . . .	2.9	2.8	2.9	4.1	4.8	4.1
Pacific . . . . .	16.7	16.9	12.4	14.6	15.2	16.7
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	10,600

<sup>1</sup> 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: See table 1.

large memberships scattered over wide milksheds that often include more than a State.

The other marketing groups in the order of their relative importance at the present time are: Livestock with nearly 13 percent of the total cooperative business; fruits and vegetables, 12 percent; cotton, 3.7; poultry and eggs, 3.6; nuts, 1.4; wool and mohair, 0.7; tobacco, 0.6; and miscellaneous products, 1.6. The business of all the marketing associations was 83.8 percent of both marketing and purchasing business (table 5, fig. 2).

The business reported by the associations classified as purchasing enterprises amounted to \$369,000,000. Part of this, however, consisted of sales of farm products. After adjustments have been made for the marketing business handled by the purchasing associations and the sales of supplies by the marketing associations the revised estimates are: Marketing, \$1,830,000,000; purchasing, \$450,000,000; total, \$2,280,000,000. The percentages for these figures are: Marketing, 80.3; purchasing, 19.7.

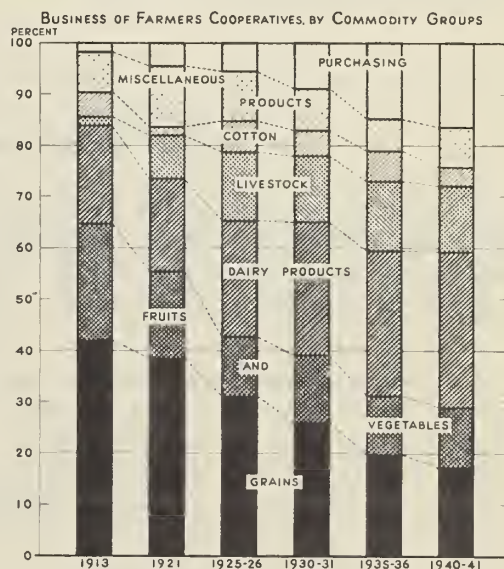


FIGURE 2. - Grain was the backbone of farmer cooperative activities during the early part of the current century. It accounted for more than 40 percent of the total cooperative business. Since 1913 dairy products and livestock have increased in relative importance - also cooperative purchasing. Fruits and vegetables, as well as cotton, are of less relative importance now than 25 years ago.

TABLE 5. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: PERCENTAGE OF ESTIMATED BUSINESS BY COMMODITY GROUPS, FOR SPECIFIED PERIODS,<sup>1</sup> 1913 TO 1940-41

Commodity group	1913	1921	1925-26	1930-31	1935-36	1940-41
	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>	<i>Percent</i>
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	30.4
Fruits, vegetables . .	22.5	17.0	11.7	13.3	11.5	12.0
Grain, dry beans, rice	42.1	38.4	31.2	25.9	19.6	17.0
Livestock . . . . .	1.6	8.5	13.3	12.5	13.6	12.8
Nuts . . . . .	-	1.3	.7	.5	.7	1.4
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	.7
Misc. products . . . .	7.0	8.0	3.1	2.6	1.6	1.6
Total marketing .	98.1	95.4	94.4	91.0	86.2	83.8
Purchasing . . . . .	1.9	4.6	5.6	9.0	13.8	16.2
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	10,600

<sup>1</sup>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: See table 1.

#### CHANGES FROM 1939-40 TO 1940-41

There was a loss of 100 in the number of associations active in the 1940-41 marketing season as compared with the preceding season (table 1). All the geographic divisions except the Middle Atlantic and the East South Central had declines in number of operating enterprises.

Estimated membership increased by 200,000 from the earlier season to the later. The increases for the divisions were: West North Central, 65,480 members; East North Central, 64,040; South Atlantic, 26,445; Mountain, 20,200; Middle Atlantic, 14,395; Pacific, 4,940; New England, 3,020; East South Central, 2,480. There was a decline of 1,000 in the estimated membership of the 4 Southwestern States.

The increase in dollar business for the 1940-41 marketing season, as compared with the 1939-40 season, was \$193,000,000. The big gains were in the East and West North Central States, the Pacific States, and the Middle Atlantic States. There was a decrease of \$2,155,000 in the East South Central States.

There were fewer active cooperatives in 1940-41 in all the special groups except those engaged in handling tobacco, wool, miscellaneous products, and those purchasing supplies.

The 200,000 increase in estimated membership occurred in the groups handling dairy products, fruits and vegetables, livestock, nuts, poultry products, tobacco, wool, miscellaneous products, and the group concerned with the purchase of supplies. The largest increase was 80,000 members in the purchasing group. The increase for dairy cooperatives was 30,000 members and for livestock 20,000 members.

The group of associations marketing dairy products furnished more than two-thirds of the \$193,000,000 increase in cooperative business for the 1940-41 season as compared with the preceding season. Other groups making substantial contributions to the total were those handling nuts, livestock, and those purchasing supplies. In the case of the grain group a smaller dollar business was reported for the 1940-41 marketing season than for 1939-40.

The big gain by the dairy group was in part due to the increases in volume of milk handled by the price bargaining associations and in part to a higher price-level for dairy products in 1940 than in 1939.

### COTTON AND COTTON PRODUCTS

There have been four developments in the history of cooperative cotton marketing. The first occurred in the seventies when State Granges in the Cotton Belt placed in the more important markets agents who undertook to assist in selling cotton for members of the order. Although these activities loomed large at the time, the results were not up to expectations and the movement faded out before the close of the century.

The second development followed the organization of the Farmers' Union in 1902 and is characterized by the setting up of cooperatives for operating cotton warehouses, and in some instances operating plants for ginning cotton. The peak year for this movement was 1915 when there were 200 active enterprises.

The third development began at a South-wide convention of cotton growers at Montgomery, Ala., in the Spring of 1920 and continued into the late thirties. The outstanding feature was the large-scale centralized association which it was believed could raise prices through the control of a large part of the cotton to be marketed. About 20 associations, and reorganized associations, operated for various periods, handling a large volume of cotton. Many of these have disappeared and the few still operating are now concerned with efficient marketing practices rather than with monopoly control.

While the large-scale enterprises were experimenting with programs in behalf of higher prices a new and independent movement got under way. The basis of this development was the local cooperative cotton gin association, formed by farmers to reduce ginning and wrapping costs, to obtain better prices for cottonseed, and to reduce the costs of needed supplies. By 1930 there were more than 300 active enterprises. During recent years farmer-controlled cooperative cottonseed oil mills have appeared to supplement the cooperative cotton gin. Plants are being acquired for crushing cottonseed and marketing the products—oil, meal or cake, linters, and hulls—according to cooperative procedure.

The 1940-41 survey of cooperatives included 535 associations of cotton growers. Of this number 515 were local organizations, principally engaged in ginning cotton, selling cottonseed and sometimes ginned cotton, and farm supplies. Twenty associ-

ations were large-scale centralized organizations, cooperative sales agencies, federations of local associations, or cooperatives for operating cottonseed mills. There were 5 of the latter.

The 535 associations operating in the 1940-41 marketing season were located in 14 States. The States with the larger numbers were: Texas, 326 associations; Oklahoma, 87; Mississippi, 66; California, 11; and New Mexico, 10 (table 16).

Estimated membership for the 1940-41 marketing season was 225,000, as compared with 350,000 for the peak membership year of 1937-38 (table 6). At that time, there were 20 large-scale associations which reported the handling of approximately 2,000,000 bales of cotton.

Because of the disappearance of several of the larger of the associations and decreased activity of others, the business transacted in the last year, as measured in dollars, was only a little more than one-half that for the 1925-26 marketing season (table 6). Sixty-six percent of the 1940-41 business was reported by 20 of

TABLE 6. - COTTON AND PRODUCTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS,<sup>1</sup> 1913 TO 1940-41

Period	Associations listed <sup>2</sup>		Estimated members <sup>3</sup>		Estimated Business <sup>4</sup>	
	Number	Percent <sup>5</sup>	Number	Percent <sup>5</sup>	\$1,000	Percent <sup>5</sup>
1913	79	2.6	-	-	15,098	5.0
1921	<sup>6</sup> 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 <sup>7</sup>	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
1940-41	535	6.7	225,000	9.3	85,000	4.4

<sup>1</sup>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.

<sup>2</sup>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.

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

<sup>4</sup>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.

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

<sup>6</sup>Associations reporting dollar business.

<sup>7</sup>Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and 33 State agricultural colleges for 1936.

SOURCE OF DATA: See table 1.

the larger enterprises. Included in this group were the few remaining large-scale centralized associations and the cooperative cottonseed oil mills. The dollar cotton business for the associations in the more active States was: Texas, \$30,640,000; Mississippi, \$19,960,000; Oklahoma, \$7,365,000; and Louisiana, \$6,900,000 (table 16).

Statistics for number of associations, estimated membership, and estimated business by States will be found in table 16.

## DAIRY PRODUCTS

Dairymen were the pioneers in cooperative marketing. Today they are still the leaders. There was, however, a period of about 20 years following 1915 when the grain farmers of the Middle West were the largest and most active group in the field of cooperation.

Early in the nineteenth century farmers in Connecticut, New York, and Wisconsin were combining the milk from their dairy herds that it might be converted into cheese. By 1860 considerable progress had been made in perfecting techniques for operating cheese factories and creameries cooperatively.

Census data for 1900 indicates that there were then 3,393 cooperative creameries and cheese factories. This is a much larger number than has been included in any of the surveys made during the past 30 years. The probabilities are that many of the enterprises were small and served the farmers of limited areas. It is also likely that many of the associations of the nineties had been formed by promoters with factory machinery to sell and perhaps the associations were located according to the financial standing of the farmers rather than on the basis of the number of cows within a limited area.<sup>10</sup>

Dairy cooperatives have increased in size and decreased in number as roads have been improved and better transport equipment devised, and it is with such facts in mind that data for the number of active enterprises must be considered.

The records of the Cooperative Research and Service Division of the Farm Credit Administration contain the names and addresses of 951 dairy cooperatives that were active in 1901. There was an increase in associations each year through 1924 when there were 3,016 operating organizations. Since then the number has decreased to 2,374 (table 7). While the number of associations has been decreasing the percentage of those concerned with marketing fluid milk has increased.

The 2,374 dairy marketing associations now active are the third largest group. They are, however, second in membership, and first in dollar business (table 16). The increase in active members from a year ago was 30,000 and the increase in volume of business was \$133,000,000 (table 7).

The States with more than 100 associations in 1940-41 were: Wisconsin, 692 associations; Minnesota, 632; and Iowa, 278. Within the three States is found 67 percent of all the active associations for marketing dairy products (table 16).

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<sup>10</sup> The writer remembers the building and selling to farmers of 4 creameries in a Michigan county where there were only a few cows to a farm.

TABLE 7. - DAIRY PRODUCTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS,<sup>1</sup> 1913 TO 1940-41

Period	Associations listed <sup>2</sup>		Estimated members <sup>3</sup>		Estimated business <sup>4</sup>	
	Number	Percent <sup>5</sup>	Number	Percent <sup>5</sup>	\$1,000	Percent <sup>5</sup>
1913	1,187	39.7	—	—	59,701	19.6
1921	<sup>6</sup> 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 <sup>7</sup>	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
1940-41	2,374	29.9	650,000	26.9	693,000	36.3

<sup>1</sup>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.

<sup>2</sup>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.

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

<sup>4</sup>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.

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

<sup>6</sup>Associations reporting dollar business.

<sup>7</sup>Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and 33 State agricultural colleges for 1936.

SOURCE OF DATA: See table 1.

Total estimated membership for the group was 650,000, more than 35 percent of which was in associations located in Minnesota, Iowa, and Wisconsin. New York, with an estimated membership of 52,800 was fourth in membership importance. Other States with more than 25,000 members each were Michigan, 44,700 members; Illinois, 37,000; Nebraska, 28,000; Idaho, 27,000 (table 16). A large fraction of the membership was reported by 207 large-scale organizations. Some of these are turning milk into butter, cheese, evaporated milk, and other products; some are distributing fluid milk; and some are price-bargaining enterprises.

Bargaining associations have been increasing since 1909 when an association was formed at Baltimore, Maryland. Three other associations were formed before 1916, one at Canton, Ohio; one at Evansville, Ind.; and one at Los Angeles, Calif. By 1920 there was nearly a score of such organizations. There was a gradual increase during the twenties, but it was in the late thirties that the great majority came into existence. There are now more than 170 in the dairy group, about a fourth of these being in New York State and the others scattered through 30 States.

More than two-thirds of the total dollar business of \$693,000,000 for associations handling dairy products was reported by organizations located in six States: Minnesota, \$115,400,000; New York, \$108,000,000; Wisconsin, \$80,400,000; California, \$50,700,000; Iowa, \$47,200,000; Michigan, \$36,000,000 (table 16).

### FRUITS, VEGETABLES, NUTS

The cooperative marketing of fruits, vegetables, and nuts has been continuous since 1881. The survey for 1913 furnished information pertaining to 456 active organizations which reported cooperative business of nearly \$70,000,000 (table 8).

TABLE 8. FRUITS, VEGETABLES, NUTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS,<sup>1</sup> 1913 TO 1940-41

Period	Associations listed <sup>2</sup>		Estimated members <sup>3</sup>		Estimated business <sup>4</sup>	
	Number	Percent <sup>5</sup>	Number	Percent <sup>5</sup>	\$1,000	Percent <sup>5</sup>
1913	456	15.3	—	—	69,921	23.0
1921	<sup>6</sup> 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 <sup>7</sup>	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
1940-41	1,096	13.8	199,000	8.2	305,000	16.0

<sup>1</sup>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.

<sup>2</sup>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.

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

<sup>4</sup>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.

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

<sup>6</sup>Associations reporting dollar business.

<sup>7</sup>Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and 33 State agricultural colleges for 1936.

SOURCE OF DATA: See table 1.

Associations increased in number yearly from the beginning of the century through 1924 when there were approximately 1,700 operating organizations.<sup>11</sup> Since that year there has been a decline in number of enterprises and only about 1,100 organizations supplied information for the 1940-41 marketing season. Of the 1,096 associations of record (table 8) 1,048 were handling fruits or vegetables, or both, and 48 were handling nuts. There were but 3 States, without a fruit, vegetable, or nut association and there were 24 States with 10 or more associations (table 16).

The States with the most fruit and vegetable associations were: California, 354 associations; Florida, 76; Washington, 57; Michigan, 46; Oregon, 44; New York, 40; and Colorado, 32 (table 16). The associations engaged in marketing nuts were located in 7 States as follows: California, 29 associations; Oregon, 7; Georgia, 4; Texas and Virginia, 3 each; Alabama and Washington, 1 each (table 16).

Three factors entering into the cooperative marketing of fruits, vegetables, and nuts should be noted. These are the importance of the citrus cooperatives, the development of bargaining associations for sugar beets and truck crops, and the recent appearance of stabilization cooperatives for peanuts.

The citrus cooperatives are among the oldest and strongest of all the organizations. They were firmly established when the present century began. The f.o.b. returns for citrus fruit account for a large part of the total fruit and vegetable cooperative business.

Marketing practices for sugar beets are favorable for cooperative bargaining. Representatives of the associations meet with the managements of the sugar factories annually and agree upon price and other factors. The producers deliver the beets to, and get their pay from, the factories, which also turn over to the associations the agreed "scale-off." It is estimated that \$35,000,000 of the 1940-41 fruit, vegetable, and nut business is accounted for by payments made on the basis of agreements reached through bargaining.

Within recent years several associations have been formed for cooperating with the federal government in the marketing of peanuts. These organizations are considered stabilization associations. They receive peanuts from their farmer members and with the aid of the government direct the nuts to dealers and processors. The transactions of the three enterprises of this type included in this survey increased the total dollar business materially.

The estimated membership for the fruit, vegetable, and nut group for the 1940-41 marketing season was 199,000 with 157,000 of the number listed as producers of fruits and vegetables and 42,000 as producers of nuts. Nearly a fourth of the members in the fruit and vegetable associations were in California and about a tenth were in Utah. The other States with large memberships were: Colorado, 10,480 members; Michigan, 9,000; Washington, 7,740; Idaho, 7,000; Oregon, 6,600. More than a fourth of the members of the associations for marketing nuts were in California and nearly one-half were in Georgia (table 16).

The dollar business for the fruit, vegetable, and nut group was \$305,000,000. Of this amount \$274,000,000 came from the sale of fruits and vegetables and \$31,000,000 from the sale of nuts (table 16).

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<sup>11</sup> See reference cited in footnote 2, page 1.

California was the outstanding State for the cooperative marketing of fruits and vegetables, its total business amounting to \$132,000,000. The other States of importance were: Florida, \$23,600,000; Washington, \$18,340,000; Oregon, \$14,250,000; Colorado, \$14,000,000; Michigan, \$8,150,000; Idaho, \$5,900,000; Utah, \$5,100,000 (table 16).

The value of the nuts marketed by California cooperatives was \$12,200,000 and the amounts for the other leading States were: Georgia, \$12,030,000; Texas, \$2,700,000; Virginia, \$2,500,000; and Oregon, \$1,500,000 (table 16).

### GRAIN, DRY BEANS, RICE

Although a satisfactory technique for operating farmers' grain elevators was developed in the eighties, the number of such enterprises did not increase rapidly until about the time of the first World War. It may be that there was some connection between the slogan, "Food will win the war" and the rapid increase in the number of cooperative elevator associations that occurred during the years 1915 to 1920, inclusive (table 17).

The grain cooperatives were the dominant factor in the farmer-cooperative movement for 16 years beginning with 1915. In that year they became the largest of the commodity groups, with the most members, and the biggest dollar business. According to these measures, they were at the top of the list until 1931 when they dropped to second place in estimated membership and dollar business. This was because increased activity by milk bargaining associations carried the dairy group to the top of the list. The grain cooperatives still lead in number of cooperative marketing enterprises.

It was in 1920 that the program for large-scale "orderly marketing" was launched. Grain farmers, along with cotton and tobacco growers, enlisted by the tens of thousands in the drive for big cooperatives which through the control of large quantities of marketable products would force prices upward. The number of new elevator associations organized decreased from 2,112 for the 5 years ending with 1920 to 406 for the 5 years beginning with 1921. During the same time the discontinuance of grain cooperatives, more than doubled.<sup>12</sup> The high point for number of cooperatives marketing grain was the year 1921 with 4,366 active associations. Since then the number has declined to less than 2,500 for 1940-41 (table 17).

Although many cooperatives have discontinued business; others have been stricken from the list because of a stiffening in requirements for cooperatives. The principal reason for the decline in the number of active associations has been the failure to organize new enterprises fast enough to replace those that could no longer be included in the annual surveys.

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<sup>12</sup> 1916-20, 333 discontinuances; 1921-25, 745 discontinuances. (See reference cited in footnote 2, p. 1.)

TABLE 9. - GRAIN, DRY BEANS, RICE: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS,<sup>1</sup> 1913 TO 1940-41

Period	Associations listed <sup>2</sup>		Estimated members <sup>3</sup>		Estimated business <sup>4</sup>	
	Number	Percent <sup>5</sup>	Number	Percent <sup>5</sup>	\$1,000	Percent <sup>5</sup>
1913	960	32.1	-	-	130,555	42.9
1921	<sup>6</sup> 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 <sup>7</sup>	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
1940-41	2,422	30.5	363,000	15.0	387,000	20.3

<sup>1</sup>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.

<sup>2</sup>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.

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

<sup>4</sup>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.

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

<sup>6</sup>Associations reporting dollar business.

<sup>7</sup>Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and 33 State agricultural colleges for 1936.

SOURCE OF DATA: See table 1.

Perhaps the real significance of the new order initiated in 1920 is that it made clear that the isolated independent cooperative elevator was too small an economic unit to be an influencing factor in world markets. The large-scale centralized association that was to control prices and bring prosperity to the farmer had disappeared by 1932. Its place was being taken by terminal marketing organizations based on local elevator associations. In this marketing plan the locals undertake to efficiently perform such services as can best be performed near the farm and to depend upon their central market coordinating agencies for selling services.

Of the 2,422 grain marketing associations included in the survey for 1940-41, 2,398 were local enterprises and 24 were federations or sales agencies, or both. The membership of all the associations was estimated at 363,000 and the business for the 1940-41 year was estimated at \$387,000,000.

More than four-fifths of the associations were in the 12 North Central States. Those with the most associations were: North Dakota, 309 associations; Illinois, 303; Iowa, 253; Minnesota, 240; and Kansas, 240. Minnesota cooperatives<sup>13</sup> reported the largest number of members, 43,470. Iowa was second with 42,850 members and Illinois third with 41,890. The associations located in Illinois reported business to the amount of \$57,600,000. Following Illinois was Minnesota, \$44,000,000; Iowa, \$36,000,000; Kansas, \$31,300,000; and Ohio, \$27,100,000.

There were grain cooperatives in 30 of the 48 States in 1940-41. The number in each State with estimated membership and estimated business will be found in table 16.

### LIVESTOCK ASSOCIATIONS

Cooperative livestock marketing is largely a development of the last 30 years. During that period livestock shipping associations increased from about 100 enterprises to more than 2,000 and then decreased to 800 (table 10). The first permanent cooperative livestock sales agency dates from 1917 although attempts were made in 1889 and again in 1906 to establish such marketing institutions.

More than 1,800 shipping associations were formed in the years 1918 to 1922 inclusive. The peak year for number of active locals shipping to the terminal livestock markets was 1924 when there were more than 2,500 associations of record. (See reference cited in footnote 2, p. 1).

The success of the terminal market sales agency organized in 1917 in developing a technique for returning a larger share of the selling price to the producer was followed by a program for setting up in the larger livestock markets organizations similar to this successful cooperative. No less than forty odd such cooperatives for selling were organized before the close of the thirties.

At first this new type of cooperative was concerned with the business supplied by the local shipping associations, but as larger motor trucks were made and the highways leading to the central markets were improved, individual farmers began using the cooperative selling agencies in the terminal markets and the local shipping associations had fewer and fewer animals to handle. The result was that during the 10 years 1926-35 more than 1,800 associations discontinued business. (See reference cited in footnote 2, p. 1).

During recent years progress has been made in rehabilitating the local livestock association. Whereas the functions of the associations of the early twenties were largely those of receiving and loading animals for shipment and prorating the returns from the terminal markets, the rejuvenated associations own and operate trucks or contract with truckmen to haul livestock, thus performing the transportation function, rather than the shipping and accounting functions.

<sup>13</sup> Estimated membership and estimated business have been credited to the States in which the headquarters of the various cooperatives are located. In compiling data for dollar business the local associations are given credit for the f.o.b. sales value of the products received by them. Where products are handled by both local organizations and cooperative sales agencies the latter are credited only with such portion of the sales as is in excess of the local valuation.

TABLE 10. - LIVESTOCK: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS,<sup>1</sup> 1913 TO 1940-41

Period	Associations listed <sup>2</sup>		Estimated members <sup>3</sup>		Estimated business <sup>4</sup>	
	Number	Percent <sup>5</sup>	Number	Percent <sup>5</sup>	\$1,000	Percent <sup>5</sup>
1913	44	1.5	-	-	4,824	1.6
1921	<sup>6</sup> 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 <sup>7</sup>	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
1940-41	800	10.1	600,000	24.8	292,000	15.3

<sup>1</sup>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.

<sup>2</sup>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.

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

<sup>4</sup>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.

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

<sup>6</sup>Associations reporting dollar business.

<sup>7</sup>Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and 33 State agricultural colleges for 1936.

SOURCE OF DATA: See table 1.

Eight hundred livestock associations were reported as active during the 1940-41 marketing season. Seven hundred and fifty of these were locals and 50 were terminal market sales agencies or other large-scale enterprises. There was one association or more in each of 36 States. Better than three-fourths of all the associations were in the 12 North Central States. The States with the largest number were: Minnesota, 213; Wisconsin, 136; Iowa, 94; North Dakota, 72; and Illinois, 70 (table 16).

The estimated membership for the 800 associations was 600,000 with 135,000 of the total credited to Illinois and 92,000 to Minnesota<sup>14</sup> (table 16).

<sup>14</sup>Membership is credited to the State in which the main office of a cooperative is located. Cooperatives at the Union Stock Yards, Chicago, and the South St. Paul yards, serve many farmers in the nearby States.

The sales value of the livestock handled by the cooperatives in the 1940-41 marketing season was \$292,000,000. About 20 percent of this amount was reported by the 750 local associations and 80 percent by the larger associations.<sup>15</sup>

### POULTRY AND EGGS

Farmer cooperation in the poultry (including turkeys) and egg field has been gaining in relative importance as a marketing activity since 1921 when there were 26 associations of record. This number was less than 1 percent of all marketing cooperatives. The business reported for that year amounted to about \$15,000,000 which was 1.3 percent of all cooperative marketing business; in 1940-41 it was 4.3 percent (table 11). During the 12 years beginning with 1929 the number of active

TABLE 11. - POULTRY, EGGS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS,<sup>1</sup> 1921 TO 1940-41

Period	Associations listed <sup>2</sup>		Estimated members <sup>3</sup>		Estimated business <sup>4</sup>	
	Number	Percent <sup>5</sup>	Number	Percent <sup>5</sup>	\$1,000	Percent <sup>5</sup>
1921	<sup>6</sup> 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 <sup>7</sup>	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	2.2	104,000	4.5	76,000	4.4
1940-41	179	2.3	105,000	4.3	82,000	4.3

<sup>1</sup>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.

<sup>2</sup>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.

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

<sup>4</sup>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.

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

<sup>6</sup>Associations reporting dollar business.

<sup>7</sup>Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and 33 State agricultural colleges for 1936.

SOURCE OF DATA: See table 1.

<sup>15</sup>When a local association and a sales agency both handle the same animals, the value at point of origin is credited to the local association and only the remainder of the terminal market sales to the agency.

associations has varied from 147 to 194. The increases and decreases in the number of associations has been due in part to a continuous searching for sound methods for marketing cooperatively poultry products. Farmers have frequently increased their flocks with high expectations only to be disappointed by unsatisfactory market outlets. Cooperatives have been set up as egg production in an area increased and then disappeared when not enough eggs were received to permit of economic operation. Poultry and egg associations have had the highest annual rate of disappearance among the marketing cooperatives.<sup>16</sup> This is partly due to many small cooperative ventures. Most of the large poultry and egg associations, which are based on commercial flocks, have continued year after year. Another important factor is that poultry is raised in every county in every State, with the consequent lack of concentration and specialization.

Estimated membership in the associations passed the 100,000 mark in the 1936-37 marketing season and business has been between \$72,000,000 and \$91,000,000 since 1936 (table 11).

The cooperative poultry and egg cooperatives are of a number of types, three of which are important. The best known is typified by the five large, centralized, pooling associations located on the Pacific coast and the two associations at Salt Lake City. These enterprises are largely conducted by farmers who are producing poultry and eggs as their main farm enterprise. Then there are federations and sales agencies which receive poultry and eggs from affiliated local and independent cooperatives and from cooperatives handling poultry and eggs as a side line. Last there are the 25 cooperative auctions, which have been gaining in importance as satisfactory marketing agencies.

There are other types which are newer and whose relative importance is yet to be determined. In addition to the strictly egg and poultry cooperatives, about 800 farmers' associations market poultry products in conjunction with their other activities.

Poultry and egg cooperatives are found in all the States but 8. Missouri with 16 associations, Montana with 15, and California with 13, account for nearly a fourth of all the associations.

The estimated membership for the cooperatives in Washington is 29,900; for those in California, 9,000; and for the 10 associations in Colorado, 7,000. The 16 associations in Missouri are credited with a membership of 5,360 (table 16).

The California associations reported the largest dollar business, \$24,000,000 for the 1940-41 marketing season. The associations in Washington came second with business amounting to \$13,800,000, and Utah third, \$6,500,000 (table 16).

The number of associations in each State, with estimated membership and estimated business will be found in table 16.

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<sup>16</sup>Elsworth, R. H. and Wanstall, Grace, *Farmers' Marketing and Purchasing Cooperatives, 1863-1939*, F.C.A., Misc. Rpt. 40, 36 pp., illus., 1941. See table 11, p. 30.

## WOOL AND MOHAIR

The number of active wool and mohair associations reporting has varied from 114 to 139 during the last 10 years. The estimated membership of these associations has ranged from 50,000 to 79,000 and the estimated business for recent years has been in the neighborhood of \$11,000,000 except for 1940-41 when it rose to \$17,000,000. The increase was due in part to a higher price level. The all-time high for cooperative wool business was reached with the marketing of the 1930 clip, following the creation of the Federal Farm Board and the National Wool Marketing Corporation in 1929. The total sales for all wool cooperatives then operating was \$26,000,000.

Wool marketing associations are mainly of two types, small independent locals and large-scale centralized associations. A few sales agencies serve local associations. A federation of 20 odd regional associations functions as a national selling agency for its member units.

TABLE 12. - WOOL, MOHAIR: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS,<sup>1</sup> 1921 TO 1940-41

Period	Associations listed <sup>2</sup>		Estimated members <sup>3</sup>		Estimated business <sup>4</sup>	
	Number	Percent <sup>5</sup>	Number	Percent <sup>5</sup>	\$1,000	Percent <sup>5</sup>
1921 . . .	<sup>6</sup> 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 <sup>7</sup> .	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
1940-41 . .	136	1.7	74,000	3.1	17,000	.9

<sup>1</sup>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.

<sup>2</sup>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.

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

<sup>4</sup>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.

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

<sup>6</sup>Associations reporting dollar business.

<sup>7</sup>Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and 33 State agricultural colleges for 1936.

SOURCE OF DATA: See table 1.

The informal nonincorporated local association was first to be developed and, in some areas where wool production is but one of several farm activities, it is still important. The first of the now active large-scale centralized associations appeared about 1918. Nearly 30 are now in operation. The greater part of the cooperatively marketed wool in the Middle Western States and the Western States is handled by associations that are affiliated with the National organization. Two independent associations, the Pacific Wool Growers at Portland, Oreg., and the Ohio Wool Growers Cooperative Association at Columbus, Ohio, serve wool growers in their respective areas.

Wool producers in Pennsylvania have set up more than 30 locals operating as independent enterprises. There are also active locals in Virginia, Tennessee, and Iowa, but most of these tie in with State organizations.

The centralized association located at Kansas City, Mo., is operating over a region which includes parts of Missouri, Kansas, Nebraska, Arkansas, Oklahoma, and Texas; and the Central Wool Marketing Corporation located at Boston, Mass., handles consigned wool from individual growers throughout the country.

The 136 associations included in this study were located in 36 States, had a total estimated membership of 74,000, and a total dollar business for the 1940-41 marketing season of \$17,000,000. The figures State by State will be found in table 16.

#### MISCELLANEOUS PRODUCTS

Among the 401 associations here classified as "miscellaneous" are (1) associations handling special commodities such as seed, forest products, honey, maple products, tobacco, sugar, and forage crops; (2) associations performing such services as warehousing and transporting; and (3) associations operating locker plants and various types of markets. Some of the latter are strictly marketing enterprises; others are engaged in both marketing and purchasing—the marketing of products and the purchasing of commodities or services or both.

Of the total number there were 143 associations, each of which handled a variety of products. More than a third of these, located in Missouri, are frequently spoken of as farmers' exchanges. The 143 organizations had a membership of about 42,000 and during the 1940-41 marketing season made sales amounting to approximately \$14,000,000.

There were 10 associations in the tobacco group. These were in the States of Maryland, Virginia, Kentucky, Tennessee, Missouri, Ohio, and Wisconsin. They reported a membership of 104,000 and a dollar business of \$14,400,000 (table 16).

The forage-crop group included 22 associations with 4,000 members and reported sales of \$3,500,000.

Two associations sold honey valued at more than \$800,000, and associations turning sugar cane into sugar had sales of about \$2,000,000. There were 3 associations marketing maple syrup and sugar and 2 engaged in crushing tung seed and selling the oil.

Fifty-five large and small cooperatives were engaged in operating markets. Among these were curb markets, shed markets, and large enclosed markets. In addition to the above there were many farm women's markets at which baked goods, jellies, vegetables, dressed poultry, eggs, and similar products were sold.

Cooperatives for operating cold-storage enterprises are on the increase, one recent development is the cold-storage locker plant. Farmers rent the lockers from their associations and store vegetables, fruits, and meats until desired for consumption.

Cooperative transportation is one of the newer forms of joint activity. Groups of farmers have organized trucking associations to transport their products, particularly livestock, to market and to bring back to the farm needed supplies. In some sections these associations are replacing the livestock-shipping associations that were numerous in the North Central States during the twenties.

Data by States for the 10 tobacco associations and the other 391 organizations mentioned in this section will be found in table 16, pp. 31 and 32.

#### FARMERS' PURCHASING ASSOCIATIONS

Back in the nineties of the last century it was believed that a technique for assuring success for cooperative purchasing associations had been developed. But the efforts to start new enterprises of this type were overshadowed by the progress then being made in the fields of dairy, grain, fruit, and vegetable marketing. It was not until after the possibilities and limitations of the local cooperative marketing associations had been fairly well determined that the purchasing associations began to make substantial gains. The number of active associations of this type did not pass the 1,000 mark until 1917.<sup>17</sup> At that time there were more than 8,200 marketing associations, including nearly 3,196 handling grain and 2,608 handling dairy products.

Since 1917 many purchasing associations have been formed with the result that this group is now the largest, as measured by number of associations. It also has the largest membership and is in third place as regards dollar business (table 15).

The 2,657 associations included in the survey for the 1940-41 marketing season were located in 47 of the 48 States, the only State without a farmers' purchasing association being Rhode Island (table 16). There were 10 States with more than 100 associations each. These were: Minnesota, 247 associations; Wisconsin, 229; New York, 192; Nebraska, 169; Missouri, 155; Illinois, 145; Iowa, 137; Kansas, 112; Ohio, 109; North Dakota, 106 (table 16).

Six of the above mentioned States are in the West North Central geographic division which division contains 37 percent of all of the associations engaged in cooperative purchasing.

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<sup>17</sup> Elsworth, R. H., and Wanstall, Grace, *Farmers' Marketing and Purchasing Cooperatives, 1863-1939*, F.C.A., Misc. Rpt. 40, 36 pp., illus., 1941. See table 14, p. 33.

More than one-half (57 percent) of the members of the purchasing associations were in the 12 North Central States, 6 percent in the South Central States; 27.7 percent in the 17 States along the Atlantic Seaboard; and 8.8 in the Rocky Mountain and Pacific Coast States. The 7 States with largest memberships, each having more than 50,000 were: Illinois, 110,000 members; Massachusetts, 94,000; Minnesota, 81,000; Iowa, 72,000; New York, 66,000; Wisconsin, 64,000; and Indiana, 58,000 (table 16).

Dollar business by the purchasing associations was \$11,000,000 greater in 1940-41 than for the previous season (table 13). More than 30 percent of the total business for the 1940-41 marketing season was reported by the 647 associations in the 6 East North Central States. The States with the amount of business credited to each are: Indiana, \$31,950,000; Wisconsin, \$23,950,000; Ohio, \$22,500,000; Illinois, \$22,000,000; Michigan, \$10,600,000. Other States with associations reporting a total of \$10,000,000 or more were: New York, \$46,000,000; Minnesota, \$27,400,000; Massachusetts, \$25,000,000; Missouri, \$22,000,000; California, \$16,400,000; Virginia, \$15,000,000; Pennsylvania, \$11,000,000; Washington, \$10,900,000 (table 16).

TABLE 13. - FARMERS' PURCHASING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING AND PURCHASING ASSOCIATIONS, FOR SPECIFIED PERIODS,<sup>1</sup> 1913 TO 1940-41

Period	Associations listed <sup>2</sup>		Estimated members <sup>3</sup>		Estimated business <sup>4</sup>	
	Number	Percent <sup>5</sup>	Number	Percent <sup>5</sup>	\$1,000	Percent <sup>5</sup>
1913	111	3.6	-	-	5,928	1.9
1921	<sup>6</sup> 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 <sup>7</sup>	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
1940-41	2,657	25.1	980,000	28.8	369,000	16.2

<sup>1</sup>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.

<sup>2</sup>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.

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

<sup>4</sup>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.

<sup>5</sup>Percentages indicate the relative importance of the group as a part of all marketing and purchasing associations for the various years.

<sup>6</sup>Associations reporting dollar business.

<sup>7</sup>Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and 33 State agricultural colleges for 1936.

SOURCE OF DATA: See table 1.

## CHANGES IN RELATIVE IMPORTANCE

The relative importance of the nine geographic divisions as regards the distribution of associations, members, and dollar business is about the same for the 1940-41 marketing season as it was for the preceding period. The largest number of associations was in the West North Central States; also the largest fraction of the membership. In dollar business, however, the East North Central States led (table 14).

TABLE 14. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES, BY GEOGRAPHIC DIVISIONS, 1940-41 MARKETING SEASON<sup>1</sup>

Geographic division	Associations listed <sup>2</sup>		Estimated members <sup>3</sup>		Estimated business <sup>4</sup>	
	Number	Percent	Number	Percent	\$1,000	Percent
New England . . . .	161	1.5	139,710	4.1	87,890	3.9
Middle Atlantic . .	573	5.4	228,170	6.7	235,770	10.3
East North Central .	2,589	24.4	957,140	28.2	591,850	26.0
West North Central .	4,268	40.3	1,041,310	30.6	588,560	25.8
South Atlantic . . .	482	4.6	207,085	6.1	111,320	4.9
East South Central .	286	2.7	191,400	5.6	53,630	2.3
West South Central .	775	7.3	249,305	7.3	137,775	6.0
Mountain . . . . .	562	5.3	173,380	5.1	93,505	4.1
Pacific . . . . .	904	8.5	212,500	6.3	379,700	16.7
Total . . . . .	10,600	100.0	3,400,000	100.0	2,280,000	100.0

<sup>1</sup>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.

<sup>2</sup>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.

<sup>3</sup>The membership estimates include members, contract members, and shareholders, but do not include patrons not in these categories.

<sup>4</sup>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: See table 1.

When arrayed according to business transacted, the nine divisions rank as follows: East North Central, West North Central, Pacific, Middle Atlantic, West South Central, South Atlantic, Mountain, New England, and East South Central (table 14).

Of the special groups, wool, miscellaneous products, and purchasing gained slightly in relative importance in the matter of number of associations. The gains in relative importance for membership were made by the associations handling fruits and vegetables, nuts, tobacco, wool, miscellaneous products, and those purchasing.

Four groups gained in relative importance as regards business transacted. These were dairy products, nuts, wool, and miscellaneous products. The associations rank as follows for business transacted in the 1940-41 marketing season: Dairy products, 30.4 percent of all the farmer cooperative business; grain, dry beans, rice, 17.0 percent; purchasing, 16.2; livestock, 12.8; fruits and vegetables, 12.0; cotton and products, 3.7; poultry products, 3.6; all others, 4.3 (table 15).

TABLE 15. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES, BY SPECIFIED GROUPS, 1940-41 MARKETING SEASON<sup>1</sup>

Group	Associations listed <sup>2</sup>		Estimated members <sup>3</sup>		Estimated business <sup>4</sup>	
	Number	Percent	Number	Percent	\$1,000	Percent
Marketing:						
Cotton and products . . . .	535	5.0	225,000	6.6	85,000	3.7
Dairy products . .	2,374	22.4	650,000	19.1	693,000	30.4
Fruits, vegetables . . .	1,048	9.9	157,000	4.6	274,000	12.0
Grain, dry beans, rice . .	2,422	22.8	363,000	10.7	387,000	17.0
Livestock . . . .	800	7.5	600,000	17.7	292,000	12.8
Nuts . . . . .	48	.5	42,000	1.2	31,000	1.4
Poultry, eggs . .	179	1.7	105,000	3.1	82,000	3.6
Tobacco . . . . .	10	.1	104,000	3.1	14,400	.6
Wool, mohair . . .	136	1.3	74,000	2.2	17,000	.7
Miscellaneous <sup>5</sup> . .	391	3.7	100,000	2.9	35,600	1.6
Total marketing . . .	7,943	74.9	2,420,000	71.2	1,911,000	83.8
Purchasing . . . .	2,657	25.1	980,000	28.8	<sup>b</sup> 369,000	16.2
Total marketing and purchasing	10,600	100.0	3,400,000	100.0	2,280,000	100.0

<sup>1</sup>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.

<sup>2</sup>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.

<sup>3</sup>The membership estimates include members, contract members, and shareholders, but do not include patrons not in these categories.

<sup>4</sup>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.

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

<sup>6</sup>After making adjustments for the purchasing business of marketing associations and the marketing business of the purchasing associations it is estimated that the total purchasing business was in excess of \$450,000,000.

SOURCE OF DATA: See table 1.

## SUMMARY

Cooperative marketing by farmers both lost and gained in the 1940-41 marketing season as compared with the previous operating period. It lost 108 in number of associations, but gained 120,000 in estimated membership and \$182,000,000 in estimated dollar business.

### *Number of Associations Decreased*

The losses in number of active marketing associations were: Livestock, 44 associations; fruits, vegetables, nuts, 43; grain, dry beans, rice, 40; dairy products, 21; poultry, eggs, 2; cotton, 1. The gains were: Miscellaneous products, 41 associations; wool, mohair, 2. The tobacco group neither gained nor lost, there being 10 associations of record for each year.

There were 8 more associations engaged in purchasing supplies in 1940-41 than in 1939-40.

### *Membership Increased*

The net increase of 120,000 in the number of members of the marketing associations in 1940-41 as compared with the preceding marketing season was larger because of higher average memberships for most of the groups. These increases were as follows: Tobacco associations, 36,000 members; fruits, vegetables, nuts, 33,000; dairy, 30,000; livestock, 20,000; wool, mohair, 12,000; poultry, eggs, 1,000; miscellaneous, 35,000. The losses were cotton, 45,000 members; grain, 2,000.

The gain in the membership of the tobacco associations was because of larger membership figures for the active associations and the inclusion in the 1940-41 survey of an association not counted in the previous marketing period.

The bargaining associations representing the sugar-beet growers and the stabilization enterprises for the nut associations were primarily responsible for the membership increase in the fruit, vegetable, and nut group. Several of the cooperative sales agencies in the terminal livestock markets reported substantial membership increases for the last market season. The same statement holds true for the associations engaged in marketing wool. The loss of 45,000 members by the group of cooperatives handling cotton was the result of a decline in the number and the activities of the large-scale centralized associations.

There was an increase of 80,000 in the estimated membership of the purchasing associations. The figure is the sum of many small gains and a few substantial increases.

### *Dollar Business Increased*

The increase of \$182,000,000 in the annual business of the marketing cooperatives during the last operating period as compared with the preceding one is accounted for by the handling of larger quantities of products and a higher price level. Although detailed figures as to the increase in the volume of products are not available, data as to changes in price level are at hand.

A rough estimate indicates that the advancing price level will account for \$100,000,000 of the \$182,000,000 increase in dollar marketing business.

The gains in dollars for some of the groups were as follows: Dairy associations, \$133,000,000; fruits, vegetables, nuts, \$16,000,000; livestock, \$10,000,000; cotton, \$7,000,000; poultry, eggs, \$6,000,000; wool, mohair, \$6,000,000; tobacco, \$2,900,000. The only decline in estimated dollar business for the marketing groups was \$3,000,000 for grain, dry beans, rice.

The business of the purchasing associations increased by \$11,000,000 from 1939-40 to 1940-41.<sup>18</sup>

The increase for both marketing and purchasing groups was \$193,000,000 which was a percentage increase over the preceding marketing season of 9.2 percent.

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<sup>18</sup>This figure would have been larger except for the elimination of some of the duplication that had crept into previous estimates.

TABLE 16.- FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: NUMBER,<sup>1</sup> ESTIMATED MEMBERSHIP,<sup>2 3</sup> AND ESTIMATED BUSINESS,<sup>3 4</sup> BY SPECIFIED GROUPS, GEOGRAPHIC DIVISIONS, AND STATES, 1940-41 MARKETING SEASON.<sup>5</sup>

GEOGRAPHIC DIVISION AND STATE	COTTON AND COTTON PRODUCTS			DAIRY PRODUCTS			FRUITS AND VEGETABLES		
	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS \$1,000	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS \$1,000	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS \$1,000
	Number	Number	\$1,000	Number	Number	\$1,000	Number	Number	\$1,000
United States	535	225,000	85,000	2,374	650,000	693,000	1,048	157,000	274,000
<b>NEW ENGLAND:</b>	-	-	-	54	24,390	40,470	17	1,700	7,510
Maine	-	-	-	4	700	400	9	530	1,500
New Hampshire	-	-	-	4	500	1,500	2	70	210
Vermont	-	-	-	30	6,000	9,500	-	-	-
Massachusetts	-	-	-	11	13,800	22,000	5	600	5,700
Rhode Island	-	-	-	1	1,200	1,670	-	-	-
Connecticut	-	-	-	4	2,190	5,400	1	500	100
<b>MIDDLE ATLANTIC:</b>	-	-	-	126	76,950	137,080	60	9,850	11,580
New York	-	-	-	89	52,800	108,000	40	5,600	6,600
New Jersey	-	-	-	4	2,650	480	8	2,350	3,180
Pennsylvania	-	-	-	33	21,500	28,600	12	1,900	1,800
<b>EAST NORTH CENTRAL:</b>	-	-	-	901	194,600	184,600	97	14,190	16,000
Ohio	-	-	-	36	26,000	23,000	16	1,550	4,100
Indiana	-	-	-	29	20,900	9,700	9	1,080	380
Illinois	-	-	-	80	37,000	35,500	10	700	370
Michigan	-	-	-	64	44,700	36,000	46	9,000	8,150
Wisconsin	-	-	-	692	66,000	80,400	16	1,860	3,000
<b>WEST NORTH CENTRAL:</b>	-	-	-	1,070	254,300	198,700	70	10,420	6,740
Minnesota	-	-	-	632	97,600	115,400	22	2,750	1,450
Iowa	-	-	-	278	68,300	47,200	6	450	170
Missouri	-	-	-	15	24,600	12,500	26	4,700	600
North Dakota	-	-	-	33	8,100	3,000	6	340	200
South Dakota	-	-	-	50	18,500	5,800	2	500	640
Nebraska	-	-	-	45	28,000	9,200	5	1,600	3,500
Kansas	-	-	-	17	9,200	5,600	3	80	180
<b>SOUTH ATLANTIC:</b>	14	40,300	7,580	34	7,000	20,950	143	15,430	30,130
Delaware	-	-	-	-	-	-	2	40	90
Maryland	-	-	-	3	3,400	6,000	7	1,500	970
District of Columbia	-	-	-	1	1,290	7,340	-	-	-
Virginia	-	-	-	12	1,400	4,000	22	2,500	1,700
West Virginia	-	-	-	2	40	260	3	40	290
North Carolina	3	3,200	2,860	7	240	950	12	2,150	580
South Carolina	1	3,000	1,420	-	-	-	9	1,000	1,600
Georgia	8	34,000	3,300	6	580	1,400	12	3,800	1,300
Florida	2	100	5/	3	50	1,000	76	4,400	23,600
<b>EAST SOUTH CENTRAL:</b>	76	27,660	26,660	15	5,200	4,580	46	7,840	2,520
Kentucky	-	-	-	3	1,900	2,400	13	4,000	1,050
Tennessee	3	14,000	6,300	8	2,100	1,660	14	1,290	320
Alabama	7	4,500	400	-	-	-	15	2,150	850
Mississippi	66	9,160	19,960	4	1,200	520	4	400	300
<b>WEST SOUTH CENTRAL:</b>	423	152,740	46,605	21	16,240	8,380	68	7,500	6,890
Arkansas	4	140	1,640	-	-	-	22	2,620	1,000
Louisiana	6	35,000	6,960	3	2,140	2,000	14	2,210	2,500
Oklahoma	87	22,600	7,365	14	8,100	3,000	5	410	70
Texas	326	95,000	30,640	4	6,000	3,380	27	2,260	3,320
<b>MOUNTAIN:</b>	11	1,400	925	49	35,630	13,140	92	37,930	28,040
Montana	-	-	-	10	1,700	980	4	3,000	2,000
Idaho	-	-	-	12	27,000	8,700	19	7,000	5,900
Wyoming	-	-	-	8	1,090	630	4	800	150
Colorado	-	-	-	9	2,440	770	32	10,480	14,000
New Mexico	10	1,300	900	-	-	-	1	150	140
Arizona	1	100	25	2	400	510	6	500	750
Utah	-	-	-	8	3,000	1,550	26	16,000	5,100
Nevada	-	-	-	-	-	-	-	-	-
<b>PACIFIC:</b>	11	2,900	3,230	104	35,690	85,100	455	52,140	164,590
Washington	-	-	-	27	15,000	23,400	57	7,740	18,340
Oregon	-	-	-	39	10,880	11,000	44	6,600	14,250
California	11	2,900	3,230	38	9,810	50,700	354	37,800	132,000

<sup>1</sup> 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.

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

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

<sup>4</sup> 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.

<sup>5</sup> 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.

<sup>6</sup> Less than \$10,000.

<sup>7</sup> The larger part of this membership is in Arkansas, with the remainder in Tennessee and Missouri.

TABLE 16. (Continued)

GEOGRAPHIC DIVISION AND STATE	GRAIN, DRY BEANS, RICE			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	2,422	363,000	387,000	800	600,000	292,000	48	42,000	31,000
NEW ENGLAND:	-	-	-	-	-	-	-	-	-
Maine	-	-	-	-	-	-	-	-	-
New Hampshire	-	-	-	-	-	-	-	-	-
Vermont	-	-	-	-	-	-	-	-	-
Massachusetts	-	-	-	-	-	-	-	-	-
Rhode Island	-	-	-	-	-	-	-	-	-
Connecticut	-	-	-	-	-	-	-	-	-
MIDDLE ATLANTIC:	3	160	1,860	4	15,350	6,540	-	-	-
New York	1	-	1,800	1	8,500	4,000	-	-	-
New Jersey	-	-	-	1	50	40	-	-	-
Pennsylvania	2	160	60	2	6,800	2,500	-	-	-
EAST NORTH CENTRAL:	573	92,750	117,120	262	318,300	146,300	-	-	-
Ohio	138	26,950	27,100	13	62,000	27,000	-	-	-
Indiana	51	7,620	14,700	19	43,000	21,500	-	-	-
Illinois	303	41,890	57,600	70	135,000	76,000	-	-	-
Michigan	64	12,990	15,820	24	16,300	7,800	-	-	-
Wisconsin	17	3,300	1,900	136	62,000	14,000	-	-	-
WEST NORTH CENTRAL:	1,525	222,240	179,700	420	201,500	95,200	-	-	-
Minnesota	240	43,470	44,000	213	92,000	43,000	-	-	-
Iowa	253	42,850	36,000	94	30,000	25,000	-	-	-
Missouri	78	11,940	11,800	21	58,000	15,000	-	-	-
North Dakota	309	33,800	24,500	72	8,500	1,400	-	-	-
South Dakota	170	24,300	12,800	6	1,000	800	-	-	-
Nebraska	235	30,780	19,300	7	7,000	7,500	-	-	-
Kansas	240	35,100	31,300	7	5,000	2,500	-	-	-
SOUTH ATLANTIC:	5	810	360	48	12,200	2,180	7	21,400	14,530
Delaware	-	-	-	-	-	-	-	-	-
Maryland	4	700	330	-	-	-	-	-	-
District of Columbia	-	-	-	-	-	-	-	-	-
Virginia	1	110	30	11	1,500	100	3	1,400	2,500
West Virginia	-	-	-	17	5,000	500	-	-	-
North Carolina	-	-	-	6	1,700	200	-	-	-
South Carolina	-	-	-	7	2,500	700	-	-	-
Georgia	-	-	-	5	1,000	500	4	20,000	12,030
Florida	-	-	-	2	500	180	-	-	-
EAST SOUTH CENTRAL:	1	360	30	13	20,000	3,360	1	20	30
Kentucky	1	360	30	1	8,000	1,400	-	-	-
Tennessee	-	-	-	2	6,000	860	-	-	-
Alabama	-	-	-	10	6,000	1,100	1	20	30
Mississippi	-	-	-	-	-	-	-	-	-
WEST SOUTH CENTRAL:	126	19,790	42,560	5	9,360	20,020	3	7,380	2,700
Arkansas	3	530	2,920	2	160	20	-	-	-
Louisiana	4	1,430	9,740	-	-	-	-	-	-
Oklahoma	74	12,190	18,700	1	7,200	8,000	-	-	-
Texas	45	5,640	11,200	2	2,000	12,000	3	7,380	2,700
MOUNTAIN:	110	17,130	16,020	37	17,430	10,340	-	-	-
Montana	52	7,040	6,070	9	1,300	100	-	-	-
Idaho	23	4,440	5,300	19	7,000	2,800	-	-	-
Wyoming	5	800	370	-	-	-	-	-	-
Colorado	23	4,300	2,300	5	7,500	2,000	-	-	-
New Mexico	2	380	270	1	50	70	-	-	-
Arizona	-	-	-	-	-	-	-	-	-
Utah	5	170	1,710	2	1,500	5,300	-	-	-
Nevada	-	-	-	1	80	70	-	-	-
PACIFIC:	79	9,760	29,350	11	5,860	8,060	37	13,200	13,740
Washington	41	5,070	12,000	1	560	500	1	200	40
Oregon	14	2,990	8,850	4	2,300	1,460	7	1,900	1,500
California	24	1,700	8,500	6	3,000	6,100	29	11,100	12,200

<sup>8</sup> Includes sales at Kansas City, Mo.

TABLE 16. (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	179	105,000	82,000	10	104,000	14,400	136	74,000	17,000
<b>NEW ENGLAND:</b>	12	7,810	5,010	-	-	-	4	1,080	1,600
Maine	-	-	-	-	-	-	1	700	6/
New Hampshire	1	1,730	560	-	-	-	-	-	-
Vermont	-	-	-	-	-	-	-	-	-
Massachusetts	5	2,430	1,920	-	-	-	2	-	1,590
Rhode Island	1	450	130	-	-	-	-	-	-
Connecticut	5	3,200	2,400	-	-	-	1	380	10
<b>MIDDLE ATLANTIC:</b>	21	15,320	13,600	-	-	-	34	5,640	310
New York	5	4,220	3,600	-	-	-	3	140	80
New Jersey	9	6,400	6,600	-	-	-	-	-	-
Pennsylvania	7	4,700	3,400	-	-	-	31	5,500	230
<b>EAST NORTH CENTRAL:</b>	17	4,360	2,190	2	3,000	585	5	13,100	1,815
Ohio	6	3,000	1,800	1	500	60	1	6,300	1,185
Indiana	5	1,020	220	-	-	-	1	3,200	170
Illinois	4	200	100	-	-	-	1	1,000	105
Michigan	1	40	10	-	-	-	1	400	40
Wisconsin	1	100	60	1	2,500	525	1	2,200	315
<b>WEST NORTH CENTRAL:</b>	36	10,450	8,695	1	800	215	20	33,100	5,755
Minnesota	4	800	1,000	-	-	-	3	2,400	455
Iowa	2	480	180	-	-	-	9	3,000	400
Missouri	16	5,360	6,600	1	800	215	3	15,000	2,000
North Dakota	1	500	185	-	-	-	3	5,400	900
South Dakota	1	50	10	-	-	-	1	7,000	2,000
Nebraska	7	1,400	530	-	-	-	-	-	-
Kansas	5	1,860	190	-	-	-	1	300	6/
<b>SOUTH ATLANTIC:</b>	17	2,635	1,380	2	14,700	3,220	15	8,890	545
Delaware	1	80	90	-	-	-	-	-	-
Maryland	1	160	80	1	6,600	2,450	1	40	30
District of Columbia	1	860	1,020	-	-	-	-	-	-
Virginia	3	220	10	1	8,100	770	11	5,600	375
West Virginia	4	100	30	-	-	-	3	3,250	140
North Carolina	6	1,200	140	-	-	-	-	-	-
South Carolina	-	-	-	-	-	-	-	-	-
Georgia	-	-	-	-	-	-	-	-	-
Florida	1	15	10	-	-	-	-	-	-
<b>EAST SOUTH CENTRAL:</b>	3	2,690	220	5	85,500	10,380	17	5,410	530
Kentucky	1	50	10	4	67,000	8,900	6	2,200	260
Tennessee	1	2,500	100	1	18,500	1,480	8	3,000	240
Alabama	-	-	-	-	-	-	2	170	15
Mississippi	1	140	110	-	-	-	1	40	15
<b>WEST SOUTH CENTRAL:</b>	7	3,135	1,025	-	-	-	4	660	155
Arkansas	1	35	25	-	-	-	-	-	-
Louisiana	-	-	-	-	-	-	3	600	135
Oklahoma	-	-	-	-	-	-	-	-	-
Texas	6	3,100	1,000	-	-	-	1	60	20
<b>MOUNTAIN:</b>	42	17,100	8,880	-	-	-	33	4,470	5,200
Montana	15	1,900	200	-	-	-	7	700	380
Idaho	2	1,100	740	-	-	-	14	2,000	875
Wyoming	5	540	40	-	-	-	3	350	85
Colorado	10	7,000	1,000	-	-	-	3	700	1,600
New Mexico	-	-	-	-	-	-	2	100	475
Arizona	1	10	-	-	-	-	1	90	320
Utah	5	6,150	6,500	-	-	-	2	500	1,335
Nevada	4	400	400	-	-	-	1	30	130
<b>PACIFIC:</b>	24	41,500	41,000	-	-	-	4	1,650	1,090
Washington	6	29,900	13,800	-	-	-	1	30	15
Oregon	5	2,600	3,200	-	-	-	1	1,500	1,005
California	13	9,000	24,000	-	-	-	2	120	70

<sup>6</sup> Less than \$10,000.

TABLE 16. (Continued)

GEOGRAPHIC DIVISION AND STATE	MISCELLANEOUS <sup>9</sup>			PURCHASING			TOTAL		
	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS <sup>10</sup>	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	Number	\$1,000	Number	Number	\$1,000	Number	Number	\$1,000
United States	391	100,000	35,600	2,657	980,000	369,000	10,600	3,400,000	2,280,000
<b>NEW ENGLAND:</b>	13	1,400	490	61	103,330	32,810	161	139,710	87,890
Maine	-	-	-	21	5,200	2,400	35	7,130	4,300
New Hampshire	2	60	100	4	2,000	3,280	13	4,360	5,650
Vermont	1	210	100	3	930	530	34	7,140	10,130
Massachusetts	6	700	70	13	94,000	25,000	42	111,530	56,280
Rhode Island	1	170	20	-	-	-	3	1,820	1,820
Connecticut	3	260	200	20	1,200	1,600	34	7,730	9,710
<b>MIDDLE ATLANTIC:</b>	23	5,000	1,970	302	99,900	62,830	573	228,170	235,770
New York	14	3,300	1,000	192	66,000	46,000	345	140,560	171,080
New Jersey	6	1,200	600	27	11,400	5,830	55	24,050	16,730
Pennsylvania	3	500	370	83	22,500	11,000	173	63,560	47,960
<b>EAST NORTH CENTRAL:</b>	85	31,580	12,240	647	285,260	111,000	2,589	957,140	591,850
Ohio	8	7,600	6,000	109	33,000	22,500	328	166,900	112,745
Indiana	7	1,380	300	94	58,260	31,950	215	136,460	78,920
Illinois	23	15,000	570	145	110,000	22,000	636	340,790	192,245
Michigan	23	3,700	1,970	70	20,000	10,600	293	107,130	80,390
Wisconsin	24	3,900	3,400	229	64,000	23,950	1,117	205,860	127,550
<b>WEST NORTH CENTRAL:</b>	130	31,200	9,415	996	277,300	84,140	4,268	1,041,310	588,560
Minnesota	35	14,700	1,500	247	81,000	27,400	1,396	334,720	234,205
Iowa	6	1,000	1,050	137	72,000	10,000	785	218,080	120,000
Missouri	59	9,400	5,600	155	28,000	22,000	374	157,800	76,315
North Dakota	13	2,900	260	106	20,200	5,500	543	79,740	35,945
South Dakota	3	1,000	350	70	17,000	4,800	303	69,350	27,200
Nebraska	5	800	65	169	42,800	9,940	473	112,380	50,035
Kansas	9	1,400	590	112	16,300	4,500	394	69,240	44,860
<b>SOUTH ATLANTIC:</b>	50	15,560	4,045	147	68,160	26,400	482	207,085	111,320
Delaware	-	-	-	5	1,130	460	8	1,250	640
Maryland	7	700	430	28	6,300	5,000	52	19,400	15,290
District of Columbia	-	-	-	-	-	-	2	2,150	8,360
Virginia	4	170	20	52	47,000	15,000	120	68,000	24,505
West Virginia	1	20	35	9	2,000	800	39	10,450	2,055
North Carolina	20	11,700	2,500	35	9,500	4,000	89	29,690	11,230
South Carolina	3	250	30	2	140	20	22	6,890	3,770
Georgia	11	2,500	420	8	1,500	120	54	63,380	19,070
Florida	4	220	610	8	590	1,000	96	5,875	26,400
<b>EAST SOUTH CENTRAL:</b>	23	7,590	650	86	29,130	4,670	286	191,400	53,630
Kentucky	2	410	80	10	2,880	270	41	86,800	14,400
Tennessee	6	880	120	15	4,500	400	58	52,770	11,480
Alabama	7	4,200	290	41	15,100	2,500	83	32,140	5,185
Mississippi	8	2,100	160	20	6,650	1,500	104	19,690	22,565
<b>WEST SOUTH CENTRAL:</b>	19	2,020	2,370	99	30,480	7,070	775	249,305	137,775
Arkansas	2	190	80	5	1,000	370	42	4,675	6,055
Louisiana	8	680	1,800	5	180	360	43	42,240	23,495
Oklahoma	2	150	60	28	16,000	1,840	211	66,650	39,035
Texas	7	1,000	430	58	13,300	4,500	479	135,740	69,190
<b>MOUNTAIN:</b>	18	3,100	1,700	170	39,190	9,260	562	173,380	93,505
Montana	12	1,600	590	89	10,750	3,770	198	27,990	14,090
Idaho	1	250	150	31	13,560	2,060	121	62,350	26,525
Wyoming	1	900	600	8	2,750	460	34	7,230	2,335
Colorado	1	40	60	28	9,680	1,730	111	42,140	23,460
New Mexico	2	230	6/	2	1,120	670	20	3,330	2,525
Arizona	1	80	300	2	170	60	14	1,350	1,965
Utah	-	-	-	8	1,000	500	56	28,320	21,995
Nevada	-	-	-	2	160	10	8	670	610
<b>PACIFIC:</b>	30	2,550	2,720	149	47,250	30,820	904	212,500	379,700
Washington	9	700	340	82	20,400	10,900	225	79,600	79,335
Oregon	8	1,220	550	38	12,500	3,520	160	42,490	45,335
California	13	630	1,830	29	14,350	16,400	519	90,410	255,030

<sup>6</sup> Less than \$10,000.<sup>9</sup> Includes associations handling commodities not specified elsewhere, those handling several types of commodities, and those furnishing special marketing or other services.<sup>10</sup> After making adjustments for the purchasing business of marketing associations and the marketing business of the purchasing associations it is estimated that the total purchasing business was in excess of \$450,000,000.

TABLE 17.- FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: NUMBER ACTIVE BY SPECIFIED GROUPS, 1900-1939<sup>1</sup>

Year	Grain, dry beans, rice	Dairy prod- ucts	Fruits, vege- tables, nuts	Live- stock	Cotton and prod- ucts	Poultry, eggs	Wool, mohair	All market- ing <sup>2</sup>	Pur- chasing	Total
<i>Number</i>										
1900	130	875	122	10	16	-	6	1,167	56	1,223
1901	154	951	153	12	18	1	6	1,305	61	1,366
1902	207	1,032	170	16	21	1	6	1,464	69	1,533
1903	297	1,105	192	20	24	1	7	1,661	85	1,746
1904	396	1,191	216	21	30	1	8	1,880	89	1,969
1905	542	1,281	255	28	41	2	10	2,178	113	2,291
1906	693	1,389	295	34	66	2	11	2,518	143	2,661
1907	876	1,503	353	43	107	3	11	2,941	184	3,125
1908	1,060	1,621	424	55	126	3	12	3,368	232	3,600
1909	1,260	1,747	547	70	143	4	16	3,867	291	4,158
1910	1,429	1,862	613	119	164	6	16	4,317	358	4,675
1911	1,597	1,986	672	147	179	4	16	4,727	433	5,160
1912	1,812	2,132	754	197	189	4	17	5,258	535	5,793
1913	1,967	2,268	821	251	207	5	17	5,730	645	6,375
1914	2,218	2,374	911	356	225	10	18	6,344	765	7,109
1915	2,552	2,465	986	490	227	12	24	7,020	853	7,873
1916	2,909	2,546	1,018	636	225	19	27	7,668	952	8,620
1917	3,196	2,608	1,055	818	217	19	36	8,265	1,107	9,372
1918	3,491	2,642	1,085	1,082	203	23	66	8,978	1,341	10,319
1919	4,002	2,748	1,181	1,404	202	26	96	10,134	1,614	11,748
1920	4,331	2,830	1,325	1,867	194	45	115	11,269	1,943	13,212
1921	4,366	2,934	1,532	2,254	191	61	123	12,095	2,147	14,242
1922	4,330	2,976	1,631	2,478	194	81	126	12,473	2,155	14,628
1923	4,241	2,988	1,657	2,532	203	100	132	12,499	2,118	14,617
1924	4,133	3,016	1,692	2,553	204	133	142	12,470	2,074	14,544
1925	3,992	2,988	1,691	2,524	203	159	151	12,277	2,028	14,305
1926	3,876	2,968	1,691	2,485	221	176	153	12,117	2,032	14,149
1927	3,774	2,909	1,681	2,437	248	201	162	11,928	2,035	13,963
1928	3,696	2,912	1,681	2,372	299	209	171	11,850	2,086	13,936
1929	3,591	2,868	1,638	2,292	340	207	171	11,616	2,179	13,795
1930	3,544	2,806	1,575	2,114	352	214	175	11,272	2,288	13,560
1931	3,436	2,766	1,547	1,965	341	210	173	10,940	2,372	13,312
1932	3,297	2,733	1,488	1,731	328	205	168	10,447	2,404	12,851
1933	3,218	2,736	1,413	1,544	322	204	165	10,076	2,442	12,518
1934	3,191	2,712	1,353	1,351	347	193	159	9,774	2,599	12,373
1935	3,102	2,651	1,302	1,192	379	185	150	9,418	2,674	12,092
1936	2,986	2,600	1,293	1,112	404	196	144	9,187	2,719	11,906
1937	2,857	2,566	1,273	1,034	440	197	144	8,947	2,704	11,651
1938	2,701	2,529	1,234	974	491	193	140	8,697	2,682	11,379
1939	2,663	2,505	1,219	957	515	191	140	8,624	2,670	11,294

<sup>1</sup>This table for the number of associations active year by year is based on an examination of the records of 26,192 farmers' marketing and purchasing associations for which there was information in the files of the Cooperative Research and Service Division of the Farm Credit Administration as of December 31, 1939 (F.C.A. Misc. Rpt. 40, p. 33).

On that date 14,898 of the total number of associations were out-of-business and 11,294 were active. The number active for the various years was obtained by putting each association into the tabulation as of the year of its organization and taking it out as of the year of its discontinuance. This method assumes that each association was active continuously, which assumption is not entirely true. The method does, however, give a more nearly accurate count than can be obtained by mail or association to association surveys, as sooner or later news concerning even the most modest enterprise reaches Washington. The lag between current tabulations and the more nearly complete ones that can be made later is from 3 to 5 years.

<sup>2</sup>Includes associations classified as miscellaneous.





