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*35 TH ANNUAL
NATIONAL
AGRICULTURAL

OUTLOOK CONFERENCE

November 18-21, 1957

Washington 25, D.C.





UNITED STATES DEPARTMENT OF AGRICULTURE

Agricultural Marketing Service • Agricultural Research Service
Commodity Stabilization Service • Foreign Agricultural Service
Forest Service • Federal Extension Service Cooperating

MONDAY (November 18) MORNING

(Thomas Jefferson Auditorium - South Building)

C. M. Ferguson, Administrator Federal Extension Service, Chairman

9:00 Registration

9:45 Opening of Conference

10:00 \sqrt{World Situation as it Affects} the Outlook for Agriculture

C. M. Ferguson

John W. Evans, Deputy Director Office of Intelligence Research Department of State

11:00 Intermission

11:15 ° Panel Discussion - Raymond A. Ioanes, Deputy Administrator Foreign Agricultural Service, Moderator

John W. Evans, Deputy Director
Office of Intelligence Research
Department of State

Leslie Crawford Foreign Agricultural Attache Great Britain

Gwynn Garnett, Administrator Foreign Agricultural Service

12:30 - 2:00 Lunch time

Lamar Fleming, Jr. Chairman of Board Anderson, Clayton, and Company

Loring Macy, Director Bureau of Foreign Commerce Department of Commerce

MONDAY (November 18) AFTERNOON

(Thomas Jefferson Auditorium - South Building)

James P. Cavin, Chief Statistical and Historical Research Branch Agricultural Marketing Service, Chairman

2:00 National Economic Situation and Outlook for 1958

Nathan M. Koffsky, Chief Farm Income Branch Agricultural Marketing Service

2:30 Panel Discussion - James P. Cavin, Moderator

supread f

Nathan M. Koffsky Agricultural Marketing Service James W. Knowles
Joint Economic Committee

V. Lewis Bassie, Director
Bureau of Economics and
Business Research
University of Illinois

Louis J. Paradiso, Assistant Director-Chief Statistician Office of Business Economics Department of Commerce

✓ Gerhard Colm, Chief Economist National Planning Association

4:00 Adjournment

TUESDAY (November 19) MORNING

(Thomas Jefferson Auditorium - South Building)

Bushrod W. Allin, Chairman of Outlook and Situation Board Agricultural Marketing Service, Chairman

9:15 Agricultural Outlook for 1958

Fred V. Waugh, Director Agricultural Economics Division Agricultural Marketing Service

10:00 Intermission

-10:15 Panel Discussion - Bushrod W. Allin, Moderator

es prepared tatements

Fred V. Waugh

Kenneth L. Bachman, Head Production Income and Costs Section Agricultural Research Service Faith Clark, Chief, Household Economics Research Division Agricultural Research Service

Raymond A. Ioanes
Deputy Administrator
Foreign Agricultural Service

Norman J. Wall, Head Agricultural Finance Section Agricultural Research Service William H. Scofield, In Charge Land Values Unit Agricultural Research Service

12:00 - 1:30 Lunch time

TUESDAY (November 19) AFTERNOON

(Thomas Jefferson Auditorium - South Building)

"Effects of Marketing Changes on the Outlook"

Harry C. Trelogan, Director of Marketing Research Division, Agricultural Marketing Service, Chairman

	Division, agriculturar raiket.	ing bervice, onarrhan
1:30	Developments in Human Nutrition	Ruth M. Leverton, Asst. Director Human Nutrition Research Division
2:00	Marketing Costs	Agricultural Research Service D. Barton De Loach, Chief Market Organization and Costs Branch
	/	Agricultural Marketing Service
2 :3 0 ^N	Domestic Market Development	Robert M. Walsh, Chief Market Development Branch Agricultural Marketing Service
3:00	Foreign Market Development	Raymond A. Ioanes Deputy Administrator Foreign Agricultural Service
3:30	Intermission	
3:45 0	Panel Discussion - Harry C. Trelogan	, Moderator
nanial	Ruth M. Leverton	Faith Clark
de de	D. Barton De Loach	Walter W. Wilcox
Andrew .	Robert M. Walsh	Legislative Reference Service Library of Congress
	Raymond A. Ioanes	✓ Joseph G. Knapp, Administrator Farmer Cooperative Service
5:00	Adjournment	

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Commodity Outlook Sessions for Producers, Handlers and Consumers
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9:15 - 10:45 Grass and Legume Seeds - Room 1345 South Building
Paul O. Mohn, FES, Chairman
Outlook Statement: Thomas J. Kuzelka, AMS
W. H. Youngman, FAS

Fruits and Tree Nuts - Room 218 Adm. Bldg.
Lloyd H. Davis, FES, Chairman
Ben H. Pubols, AMS, Outlook Statement

Cotton - Jefferson Auditorium

E. P. Callahan, FES, Chairman

Frank Lowenstein, AMS, Outlook Statement

11:00 - 12:30 Fats and Oils - Jefferson Auditorium
Karl G. Shoemaker, FES, Chairman
George W. Kromer, AMS, Outlook Statement

√ Vegetables and Potatoes - Room 218 Adm. Bldg.
R. L. Childress, FES, Chairman

Will M. Simmons, AMS, Outlook Statement

Rec'd Demand + prices attraction for forest products Juttook included)

Forest Products - Room 3106, South Building M. M. Bryan, FS, Chairman David B. King, FS, Outlook Statement

12:30 - 2:00 Lunch time

2:00 - 3:30 \(\frac{\text{Wheat}}{T. E.} \text{ Hall, FES, Chairman} \(\text{Robert E. Post, AMS, Outlook Statement} \)

Tobacco - Room 1345 South Building
S. E. Wrather, AMS, Chairman

Arthur G. Conover, AMS, Outlook Statement

no statement

 Sugar - Room 4966 South Building Lawrence Myers, CSS, Chairman

3:45 - 5:00 \(\frac{\text{Peanuts}}{\text{Karl G.}} \) Shoemaker, FES, Chairman \(\text{George W. Kromer, AMS, Outlook Statement} \)

√ Rice - Room 1345 South Building
T. E. Hall, FES, Chairman

✓ Robert E. Post, AMS, Outlook Statement

5:00 Adjournment

5:45 State Specialists' Dinner - 4th Wing Cafeteria South Building

Thursday, November 21, 1957

Commodity Outlook Sessions for Producers, Handlers and Consumers

9:15	-	12:00 Y		Livesto					Audit	corium
			Richai	rd G. For	d, FE	S, Cha	irm	an	1	
			Outlo	ok Staten				•		4S
					V	Malco	olm	Clough,	AMS	

12:00 - 1:30 Lunch time

1:30 - 3:00 Poultry - Jefferson Auditorium

Homer S. Porteus, FES, Chairman

Edward Karpoff, AMS, Outlook Statement

3:15 - 5:00 Dairy - Jefferson Auditorium

Max K. Hinds, FES, Chairman

Herbert C. Kriesel, AMS, Outlook Statement

5:00 Adjournment

Wednesday, November 20, 1957

Family Living Sessions

9:15	Outlook for Consumer Goods Starley M. Hunter, FES, Char	Freer Art Gallery Auditorium
	Food	Harry Sherr Agricultural Economics Div., AMS
	√Clothing Harykals.	-Arnold Chase Bureau of Labor Statistics Department of Labor
	Housing and Durable Goods arnala & Chace	Harry Kahan Bureau of Labor Statistics Department of Labor
	Home Furnishing	Starley M. Hunter Div. of Home Economics Programs, FES
12:30	- 2:00 Lunch time	
	"Family Living Trends - Char Faith Clark, ARS, Chairman	nges in Family Characteristics"
2:00	Changes in Population and Family Characteristics	Gladys K. Bowles Farm Population & Rural Life Branch, AMS
2:25	√ Overall Situation	Margaret L. Brew Household Management Section, ARS
2:50	Dwelling Upkeep, Household Operations, Furnishings & Equipment	Jean L. Pennock Household Economics Div., ARS
3:15	Intermission	
3:30	√ Transportation, Recreation and Education	Emma G. Holmes Household Economics Div., ARS
3 : 55	√ Clothing, Personal Care	Roxanne R. O'Leary Household Economics Research Div., ARS
4:15	Adjournment	

Thursday, November 21, 1957

Family Living Sessions

"Family Living Trends - Changes in Family Characteristics" (Cont'd)

Room 218 Adm. Bldg.

		Margaret L. Brew, ARS, Ch	nairman
9:15	✓ I	Food	Mollie Orshanksy Household Economics Research Div., ARS
9:45	✓ I	Medical Care	Jean L. Pennock Household Economics Div., ARS
10:05	0 (Outlook for Family Living	Margaret L. Brew Household Management Section, ARS
10:15	J	Intermission	
10:30	O I	Panel - Implications of Ch the Extension Pr	nanges in Family Living for cogram
	F (Paul J. Jehlik SESD, ARS Helen Johnston, HEW Constance Burgess, Ext. Se Lucille Ketchum, Ext. Serv	Starley Hunter, FES erv., Cal. John Ellickson FERD, ARS
12:30	- 2:00	Lunch time	
2:00		Commodity Outlook Frances Scudder, FES, Chai	irman
	✓ I	Dairy	Herbert C. Kreisel, AMS
peared.	0 I	Meat Animals	Harold Breimyer, AMS
1 . A 16.6	0_1	Methods of Presenting Outl	ook - Starley M. Hunter, FES minumineng ris

4:30

Adjournment

STATE DELEGATES REGISTERED FOR 35th OUTLOOK CONFERENCE November 18-21, 1957

ALABAMA

Foy Helms, Elizabeth Bryan

ALASKA

None

ARIZONA

George W. Campbell

ARKANSAS

T. E. Atkinson, Crystol Tenborg

CALIFORNIA

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COLORADO

Avery Bice

CONNECTICUT

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Francis Kutish, Helen Tucker

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KENTUCKY

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Lewis Clark, Pauline Lush

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H. H. Hoecker, J. W. Magruder,

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G. A. Stevens

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MICHIGAN

Lucille Ketchum, J. N. Ferris

MINNESOTA

L. J. Pickrel

MISSISSI PPI

None

MISSOURI

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MONTANA

John Bower, Mae True

NEBRASKA

Everett Peterson, Clara Leopold

NEVADA

Margaret Dial, G. A. Myles

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Ann Beggs, Lawrence Dougherty

NEW JERSEY

Doris Anderson, F. V. Beck,

Hildreth Flitcraft

NEW MEXICO

J. O. Kling or Clyde R. Keaton

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NORTH DAKOTA

H. G. Anderson. Irene Crouch

OTHO

Riley Dougan, Robert Schwart, Mabel Spray, D. M. Long, Anita McCormick

OKT A HOMA

H. E. Ward, Evelyn P. Nantz

OREGON

Oscar Hagg

PENNSYLVANIA

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SOUTH DAKOTA

L. M. Bender, Isabel McGibney

TENNESSEE

Eugene Gambill, Virginia Boswell, Irving Dubov, Myra Bishop or Phyllis Ilett

TEXAS

J. H. McHaney, Eula J. Newman

UTAH

Leon Michaelsen

VERMONT

Verle Houghaboom

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D. U. Livermore, K. E. Loope,

W. J. Nuckolls, Jr., J. H. Simpson,

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Karl Hobson

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Gladys W. Knapp. K. P. Brundage

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Louise Young, Leon Garoian

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UNITED STATES DEPARTMENT OF AGRICULTURE Federal Extension Service Washington 25, D. C.

STATE DELEGATES REGISTERED FOR THE 35th ANNUAL AGRICULTURAL OUTLOOK CONFERENCE

<u>ALA BAMA</u>	Hotel	HAWAII	<u>Hotel</u>
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· ·	Raleigh Harrington Burlington		Harrington Harrington Harrington
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George A. Ecker Florence S. Walker	Harrington	M. E. Jackson Roger Wilkowske Ethel Self Milton J. Manuel	Harrington
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Ann Beggs Lawrence Dougherty		- 2	William Carroll	Raleigh

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John McHaney Raleigh
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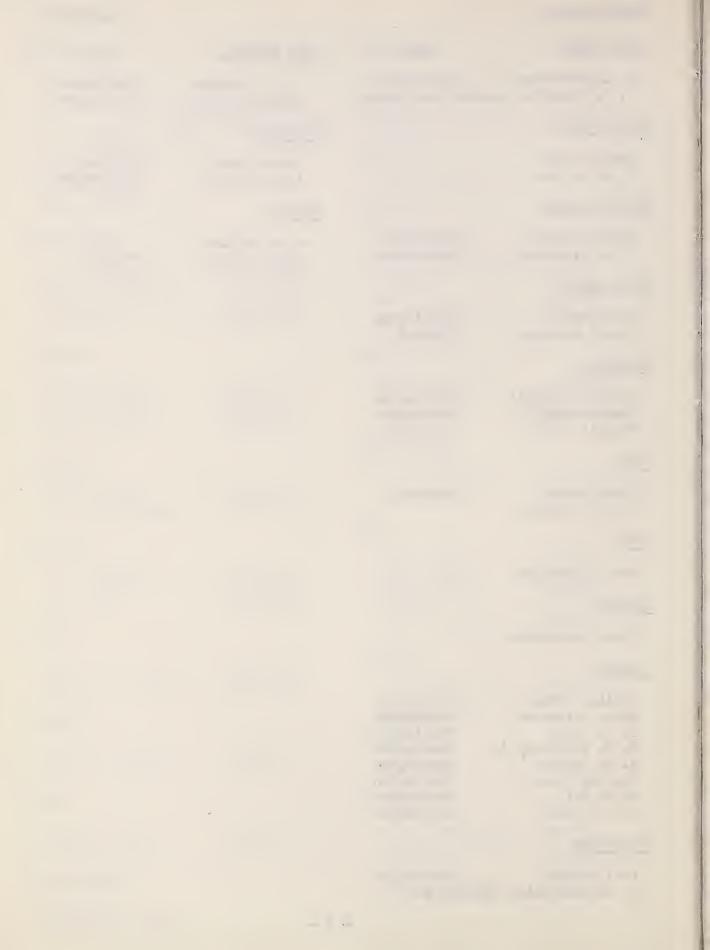
Verle Houghaboom

VIRGINIA

Amelia Fuller Washington Helen Alverson Washington K. E. Loope Harrington W. J. Nuckolls, Jr. Harrington Harrington J. H. Simpson Shirley Carter Harrington Harrington J. B. Bell H. W. Walker Harrington

WASHINGTON

Karl Hobson Harrington A. H. Harrington (Hoobler's)



(* - *)
For Release
Nov. 20 2:00 p.m.

UNITED STATES DEPARTMENT OF AGRICULTURE Agricultural Research Service Institute of Home Economics

CHANGES IN FAMILY SPENDING--TRENDS IN FARM FAMILY EXPENDITURES FOR CLOTHING

By Roxanne O'Leary, Home Economist

Family expenditure studies tell us a good deal about what is happening to farm family spending for clothing. Farm families spent an average of \$135 on clothing in 19^{4} l. Adjusted for the change in the price of apparel, that is, in 1955 dollars, the expenditure was \$263 in 19^{4} l, as compared to \$407 in 1955. The difference between these figures represents an increase of 55 percent in spending for clothing in the 1^{4} -year period.

To place clothing expenditures in proper perspective with increases in other areas of family living, let us go back a bit. Miss Brew stated that farm families in 1955 spent about two-thirds more for current consumption than in 1941 after taking into account the change in prices. So spending for clothing, with an increase of a little over half, has not kept pace with that for some of the other goods and services that make up family living. In 1941, clothing took 16 percent of the total family budget; in 1955, 14 percent.

Farm families today are not spending their clothing money the same way they did 15 years ago. Greater emphasis is now being placed on the garment care provided by service establishments outside the home. In 1941, 3 percent of the family clothing dollar went for clothing upkeep (table 1). In 1955, this percentage had increased to 7, the greatest portion of which was for dry cleaning. Men and boys over 16 years of age increased their clothing consumption considerably less than other family members. In 1941, 40 percent of the family clothing dollar was for men's ready-to-wear clothing and in 1955 this percentage had fallen to 34. Women's expenditures for ready-to-wear apparel also took a smaller portion of the family clothing dollar, decreasing from 35 percent to 32 percent.

Expenditures for all types of garments have increased but not to the same degree. It is interesting to note how family members have changed the allocation of their expenditures for ready-to-wear clothing amongst the different types of garments. In part, these differentials have been due to differences in price changes among the clothing items. For example, cotton apparel increased more in price from 1941 to 1955 than apparel made of wool or man-made fibers. On the whole, however, most changes in the way the clothing dollar is spent are probably due to changes in preference.

Presented at the 35th Annual National Agricultural Outlook Conference, November 20, 1957, Washington 25, D. C.



The changes in allocation of expenditures for ready-to-wear clothing by men and boys over 16 show an increasing preference for informal clothing. The greatest change has been a decreased emphasis on spending for dress and business suits (table 2). To replace such suits, there have been increases in the proportion spent for separate jackets and sport coats and separate trousers and slacks. A sizable increase in spending for shirts other than cotton ones is due in part to the increased popularity of woolen sport shirts and in part to the appearance on the market of nylon and Dacron shirts. Small decreases in the proportion spent for overcoats and topcoats are evident. Jackets are replacing coats for some men. There have also been decreases in spending for men's hats, particularly felt hats.

Changes in the way women have divided their clothing money amongst the various types of garments are even more marked than those for men. Women's patterns of spending in 1955 also indicate the trend toward the more informal type of garment. Dresses showed the greatest proportionate decrease in women's spending (table 3). Offsetting this there were increases for suits, skirts, blouses, and sweaters. Another indication of the greater preference for informal clothing is the smaller portion of the total spent on felt and straw hats and the slight increase for caps and head scarves. Heavy coats, footwear, and hosiery have all been given less important places in the budget. Changes in hosiery consumption show the effect of technological developments. The greater use of anklets instead of stockings is partly responsible for hosiery now taking a smaller share. But another important reason is the shift from silk stockings of the early 40's to the more durable nylons of the 50's.

Rural-urban differences

Results of the 1941 study showed rural farm family clothing expenditures to be 55 percent as great as those for urban families. Comparing the 1955 rural data with the latest urban spending figures 1/ (adjusted by the Department of Commerce expenditure data for clothing), we find that in 1955 farm families spent 87 percent as much for clothing as city families. However, we must also consider the fact that average family size was larger among the farm families than the urban families. Miss Brew has mentioned the increases in spending for clothing that accompany increases in family size. Looking at the same data on a per person basis to make allowance for differences in family size, farm clothing expenditures were 40 percent of urban in 1941 and 69 percent in 1955.

Income differences

Income, age, family size and composition, and geographical location all appear to have a significant bearing upon family clothing expenditures. It is impossible to isolate these factors, and they are not the only ones working, but a fairly clear picture of their general effects is apparent from our statistics.

^{1/} The latest urban figures are for 1950. To make a rural-urban comparison for the same year, the urban data were adjusted to 1955 using the ratio between Department of Commerce United States aggregate expenditures for clothing in 1950 and 1955.

Let's take income first. As you would expect, income appears to be the most important single factor affecting family clothing expenditures. As income increases, clothing expenditures increase. Data from the 1955 study as well as from previous studies show that at the lowest income levels expenditures for men's clothing are greater than are those for women's. As income increases, women's expenditures rise faster than men's. The result is that a greater share of the family clothing dollar at the high income levels is devoted to the women.

Family size and composition

Our data give us a picture of family spending throughout the family life cycle. Among young farm operators, under 35 years, who have no children or very young children, average family expenditure for clothing is low. Those 35-44 may have more children and more teen-agers who are outgrowing and wearing out clothing at least as fast as their parents can get to the store to buy new ones. Consequently, their clothing expenditures are larger. Among farm operators 45-54 years of age, whose children are becoming increasingly expensive, we find the peak in family clothing expenditures. Families whose heads are 55-64 years old or 65 and over probably have few children at home and spend less for themselves, so their clothing expenditures decline rapidly. Following this spending pattern through the life cycle for families in the income class of \$2,000-\$3,999 we find that family expenditures in 1955 increased a third from the youngest age group to the 45 to 54 age group, the highest spending level. From that point, expenditures were just halved by the time the 65-and-over age group was reached.

Family expenditures for children aged 2-15 reach a peak when the farm operator is 35-44. This stands out in table 4 because children's expenditures are shown separately until they are 15 years old, then are combined with those of the adults. When the farm operator is 35-44 he has more of the children close to 15 who naturally spend more than do the younger children. In families with heads 45-54 years old, many of the children have passed 16 and their expenditures are classified with those of the adults. This causes a drop in children's expenditures and an increase in those for adults.

Regional differences

Clothing expenditures also vary considerably from region to region. Expenditures per person have increased more in the South than in the North Central region since 1945. The average expenditure in the South was about 80 percent of that of the North Central region in 1945 and 95 percent in 1955. Southern families at the upper income levels are enjoying a greater share of this increased consumption of clothing than are those at the lower end of the income scale. The differences between the low-income southern and northern family spending per person and those of the high-income southern and northern families have both become more pronounced in the past 10 years. That is, the low-income families in the South in the earlier study spent less than those in the North Central region and the gap between them has become even wider. Those in the South at the upper income levels previously spent more than those in the North and as of 1955 had continued to increase their spending for clothing at a greater rate than in the North Central region.

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Personal care

Expenditures for personal care amounted to \$69 per family in 1955. Of this, \$28 was for services such as haircuts, permanent waves, and shampoos; the remainder was for personal care materials such as cosmetics, toilet soaps, tooth paste or powder, cleansing tissues, and sanitary supplies. Personal care expenditures represented a little over 2 percent of the total budget for family living items in both 1941 and in 1955.

Table 1.--Average expenditures per family and percentage distribution of expenditures for categories of clothing expense, farm families, 1941 and 1955

Category of expense	Average ex per fa	-	Distribution of expenditures		
	1941	1955	1941	1955	
	Dollars	Dollars	Percent	Percent	
Total	133	392	100	100	
Clothing items Men and boys aged 16 and over Women and girls aged 16 and	124 53	347 133	94 40	88 3 4	
over Boys aged 2-15 Girls aged 2-15 Infants and children under 2	47 13 11 1	127 42 42 4	35 10 8 1	32 11 11 1	
Materials, findings, paid help for sewing Upkeep Shoe shines, repairs	5 4 1	17 28 6	3 3 1	4 7 1	

NOTE: In order to keep the two studies on a comparable basis, jewelry purchase and repair and special athletic wear have been excluded although they are usually considered to be clothing expenditures.



Table 2.--Men and boys 16 years of age and over: Average expenditures per family and percentage distribution of expenditures for clothing by item, farm families, 1941 and 1955

Clothing item	Average expenditure per family		Distribution of expenditures	
	1941_	1941 1955		1955
	Dollars	Dollars	Percent	Percent
All garments <u>1</u> /	53.01	131.51	100.0	100.0
Coats, jackets, sweaters Overcoats, topcoats Separate jackets, sport coats Sweaters Raincoats, snowsuits Suits, trousers, overalls Dress, business suits Separate dress or work pants, overalls Slack suits, shorts, uniforms Shirts Cotton dress shirts Cotton work shirts Other shirts Underwear, nightwear Socks Footwear Hats, caps Gloves, mittens Other accessories	6.13 2.09 2.79 1.04 .22 16.86 7.99 8.15 .70 5.91 2.00 3.53 .38 4.31 2.73 10.99 3.07 1.75 1.23	14.83 3.29 9.76 1.23 .55 40.79 14.29 23.50 2.99 16.82 5.45 6.80 4.57 12.64 6.53 25.99 5.70 4.68 4.11	11.6 3.9 5.3 2.0 .4 31.8 15.1 15.4 1.3 11.1 3.8 6.7 8.1 20.7 5.8 3.3	11.3 2.5 7.4 .9 .4 31.0 10.9 17.9 2.8 4.1 5.5 9.0 19.8 4.3 5.5 9.0 19.8 4.3 3.6 3.6 3.1

^{1/} In order to keep the two studies on a comparable basis, jewelry purchase and repair and special athletic wear have been excluded although they are usually considered to be clothing expenditures. Clothing expenditures not itemized have also been excluded.

Table 3.--Women and girls 16 years of age and over: Average expenditures per family and percentage distribution of expenditures for clothing by item, farm families, 1941 and 1955

Clothing item	Average ex	-	Distribution of expenditures	
	1941	1955	1941	1955
All clothing items 1/ Coats and jackets. Heavy coats, with fur. Heavy coats, no fur. Fur coats, stoles, scarves. Lightweight coats. Jackets. Raincoats, snowsuits, other. Suits. Dresses. Sweaters. Skirts. Overalls, slacks, jeans. Blouses. Sunsuits, shorts, play suits. Aprons. Underwear, nightwear Hosiery. Footwear. Hats, caps, scarves. Gloves, mittens. Handbags, purses. Other acessories.	Dollars 46.58 7.94 1.23 2.92 1.00 2.28 .35 .15 1.27 9.54 .96 .71 .51 .68 .05 .31 6.36 5.11 9.19 2.40 .51 .59 .42	Dollars 124.50 15.70 .98 6.54 .73 5.72 1.09 .63 7.36 21.04 3.38 4.89 2.54 3.53 .72 .77 22.68 10.66 21.17 3.95 1.31 2.77 2.01		Percent 100.0 12.6 .8 5.3 .6 4.6 .9 .5 5.9 16.9 2.7 3.9 2.0 2.8 .6 18.2 8.6 17.0 3.2 1.1 2.2 1.6

^{1/} In order to keep the two studies on a comparable basis, jewelry purchase and repair and special athletic wear have been excluded although they are usually considered to be clothing expenditures. Clothing expenditures not itemized have also been excluded.

Table 4.--Average expenditure for clothing per family by age of farm operator for families with income of \$2,000-\$3,999, 1955

Age of	Total family	I	Family member	
farm operator	expense	Men aged	Women aged	Children
	<u>l</u> /	16 and over	16 and over	aged 2-15
Under 35 years	\$393	\$127	\$103	\$98
	504	140	133	166
	519	179	176	104
	425	153	171	50
	257	99	103	28

^{1/} Includes expenditures for infants and children under 2, materials, findings, paid help for sewing, and clothing upkeep not shown separately.