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

By<br>R.H.Elsworth

COOPERATIVE RESEARCH AND SERVICE DIVISION

FARM CREDIT ADMINISTRATION
A. G. Black, Governor

COOPERATIVE RESEARCH AND SERVICE DIVISION
T. G. Stitts, Chief
W. W. Fetrow, Associate Chief

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By R. H. Elsworth<br>Agricultural Economist

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COOPERATIVE MARKETING AND PURCHASING BY FARMERS, ..... 1913-1940

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

[^0]The significant facts brought to light by the Nation-wide surveys, of which this is the sixteenth 3 , by the statistical section are set forth in the following pages of text, tables, and graphs.

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

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

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

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

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

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

| Period | Marketing |  | Purchasing |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number | Percent | Number | Percent | Number | Percent |
| 1913 3/ | 2,988 | 96.4 | 1111 | 3.6 | 3,099 | 100.0 |
| 1915 | 5,149 | 94.9 | 275 | 5.1 | 5,424 | 100.0 |
| 1921 4 | 6,476 | 87.8 | 898 | 12.2 | 7,374 | 100.0 |
| 1925-26 | 9, 586 | 887 | 1,217 | 11.3 | 10,803 | 100.0 |
| 1927-28 | 10,195 | 89.4 | 1,205 | 10.6 | 11,400 | 100.0 |
| 1929-30 | 10,546 | 87.9 | 1,454 | 12.1 | 12,000 | 100.0 |
| 1930-31 | 10,362 | 86.7 | 1,588 | 13.3 | 11,950 | 100.0 |
| 1931-32 | 10,255 | 86.2 | 1,645 | 13.8 | 11,900 | 100.0 |
| 1932-33 | 9, 352 | 85.0 | 1,648 | 15.0 | 11,000 | 100.0 |
| 1933-34 | 9, 052 | 83.0 | 1,848 | 17.0 | 10,900 | 100.0 |
| 1934-35 | 8,794 | 82.2 | 1,906 | 17.8 | 10,700 | 100.0 |
| 1935-36 | 8, 388 | 79.9 | 2,112 | 20.1 | 10,500 | 100.0 |
| 1936-37 5/ | 8,142 | 75.8 | 2,601 | 24.2 | 10,743 | 100.0 |
| 1937-38 | 8, 300 | 76.2 | 2,600 | 23.8 | 10,900 | 100.0 |
| 1938-39 | 8,100 | 75.7 | 2,600 | 24.3 | 10,700 | 100.0 |
| 1939-40 | 8, 051 | 75.3 | 2,649 | 24.7 | 10,700 | 100.0 |

I/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.
2) Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

3/ Compiled from data appearing in U. S. Department of Agriculture Bull. No. 547 (1917) pp. 14-25, and U.S. Department of Agriculture Tech. Bull. No. 40 (1928) pb. 70 - 75.
4) Includes only associations reporting dollar business.

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

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.
cooperative technique for doing the job. Consequently they accumulated losses instead of savings.

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

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

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

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

| Per1cd | Marketing |  | Purchasing |  | Total |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number | Percent | Number | Percent | Number | Percent |
| 1915 3/ | 591,683 | 90.9 | 59,503 | 9.1 | 651,186 | 100.0 |
| $1925-26$ | $2,453,000$ | 90.9 | 247,000 | 9.1 | $2,700,000$ | 100.0 |
| $1927-28$ | $2,602,000$ | 86.7 | 398,000 | 13.3 | $3,000,000$ | 100.0 |
| $1929-30$ | $2,630,000$ | 84.8 | 470,000 | 15.2 | $3,100,000$ | 100.0 |
| $1930-31$ | $2,608,000$ | 86.9 | 392,000 | 13.1 | $3,000,000$ | 100.0 |
| $1931-32$ | $2,667,000$ | 83.3 | 533,000 | 16.7 | $3,200,000$ | 100.0 |
| $1932-33$ | $2,457,300$ | 81.9 | 542,700 | 18.1 | $3,000,000$ | 100.0 |
| $1933-34$ | $2,464,000$ | 78.1 | 692,000 | 21.9 | $3,156,000$ | 100.0 |
| $1934-35$ | $2,490,000$ | 75.9 | 790,000 | 24.1 | $3,280,000$ | 100.0 |
| $1935-36$ | $2,710,000$ | 74.0 | 950,000 | 26.0 | $3,660,000$ | 100.0 |
| $1936-37-4 /$ | $2,414,000$ | 73.8 | 856,000 | 26.2 | $3,270,000$ | 100.0 |
| $1937-38$ | $2,500,000$ | 73.5 | 900,000 | 26.5 | $3,400,000$ | 100.0 |
| $1938-39$ | $2,410,000$ | 73.0 | 890,000 | 27.0 | $3,300,000$ | 100.0 |
| $1939-40$ | $2,300,000$ | 71.9 | 900,000 | 28.1 | $3,200,000$ | 100.0 |

[^2]SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.
was argued that farmers producing the same crop had only to form a cooperative, and turn over to it their crop which would then be sold to the satisfaction of all. Planters quickly grasped the implications of the idea and immediately launched a program of large-scale commodity cooperatives.

## CURRENT TRENDS

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

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

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

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

1) Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association transactions.
2) Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

3 Compiled from data appearing in J. S. Department of Agriculture Bull. No. 547 (1917) pp. 14 - 25, and 0. S. Department of Agriculture Pech. Bull. No. 40, (1928) pp. $70-75$.
4) The purchasing business of the marketing associations is estimated at $\$ 68,000,000$ and the marketing business of the purchasing associations at $\$ 7,000,000$. After adjustments the totals are: marketing, $\$ 1,525,000,000$; purchasing, $\$ 315,000,000$; total $\$ 1,840,000,000$.
5) Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.
6) The purchasing business of the marketing associations is estimated at $\$ 117,000,000$, and the marketing business of the purchasing associations is estimated at $\$ 27,000,000$. After adjustments the totals are: marketing, $\$ 1,960,000,000$; purchasing, $\$ 440,000,000$; total $\$ 2,400,000,000$.
7) The purchasing business of the marketing associations is estimated at $\$ 107,000,000$, and the marketing business of the purchasing associations is estimated at $\$ 26,000,000$. After adjustments the totals are: marketing, $\$ 1,684,000,000$; purchasing, \$416,000,000; total \$2,100,000,000.
$\frac{8}{900}$ The purchasing business of the marketing associations is estimated at $\$ 172,900,000$, and the marketing business of the purchasing associations is estimated at $\$ 82,700,000$. After adjustments the totals are: marketing, $\$ 1,638,800,000$; purchasing, $\$ 448,200,000$; total $\$ 2,087,000,000$.

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

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

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

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

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

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

TABLE 4. - FARMERS ${ }^{\prime}$ MARKETING AND PURCHASING ASSOCIATIONS: PERCENTAGE OF ESTIMATED BUSINESS BY GEOGRAPHIC DIVISIONS FOR SPECIFIED PERIODS $\sqrt{1}, 1913$ TO 1939-40

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

[^3]The changes in total business reported from season to season are more frequently the result of changes in the price level than indications of the handling of larger or smaller quantities of products and animals.

## GEOGRAPHIC DISTRIBUTION <br> 1913 TO 1939-40

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

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


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

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

## COMMODITY DISTRIBUTION 1913 TO 1939-40

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

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

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

## COTTON AND COTTON PRODUCTS

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

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

TABLE 5. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: PERCENTAGE OF ESTIMATED BUSINESS BY COMMODITY GROUPS, FOR SPECIFIED PERIODS $\frac{1 /}{}$, 1913 TO 1939-40

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

[^4]

FIGURE 2. Since 1927 California has been the leading State as to cooperative dollar business. Among the other States that have been in first, second, or thiro place during the last 25 years are Minnesota, lowa, lllinois, and New York. The latter State is now in fourth place having advanced from tenth place in 1913 to third place in $1934-35$. Minnesota once at the head of the list is now in third place.
same time dollar business increased by $\$ 5,000,000$, because prices for cotton were higher. The membership of cooperative gins showed a substantial increase.

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

The detailed data for the eight States is given in table 6.
The story of cooperation among cotton producers records 79 associations for 1913, which reported a total business that was slightly more than $\$ 15,000,000$. At the close of the 1920's there were about 200 individual enterprises, including the large-scale centralized organizations of which there were less than 20 . The number of active associations had increased to more than 300 by the 1934-35 marketing season, and may be 600 by the close of the $1940-41$ period for marketing cotton.

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

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

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

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

## DAIRY PRODUCTS

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

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

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

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

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

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

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

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

[^5]TABLE 6. - COTTON AND PRODUCTS: NUMBER OF ASSOCTATIONS, ESTIMATED MEMBERS, AND ESTIMATED BUSINESS FOR LEADING STATES, 1939-40 MARKETING SEASON

| State ${ }^{1 /}$ | Assoctations | Membershid | Estimated Business |
| :---: | :---: | :---: | :---: |
|  | Number | Number | \$1,000 |
| Texas | 332 | 103, 000 | 26,260 |
| Mississippi | 62 | 18,000 | 23,000 |
| Tennessee | 2 | 2) 40,000 | 7,000 |
| Oklahoma | 87 | 27,000 | 6,750 |
| Louisiana | 6 | 32,000 | 4,200 |
| Georgia | 9 | 33,000 | 2,450 |
| California | 9 | 1,480 | 2,000 |
| North Carolina | 3 | 3,700 | 1,900 |
| All others | 26 | 11,820 | 4,440 |
| Total | 536 | 270,000 | 78,000 |

[^6]nual surveys has varied from 2,270 to 2,458 . A recent peak year was 1937-38 when information was obtained for 2,421 organizations.

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

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

## FRUITS, VEGETABLES, AND NUTS

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

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

[^7]The estimates for dollar business were $\$ 2,000,000$ higher for the 1939-40 marketing seas on than for the 1938-39 marketing season. A larger business by a smaller number of associations with fewer members means a higher average business per association and per member. This group of cooperatives transacted 16.7 percent of the total business handled by all the marketing cooperatives in 1939-40 as compared with 16.3 percent for the previous season. The above figures with comparisons for previous years since 1913 will be found in table 11.

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

| Period | Associations L1sted 2/ |  | Estimated Members 3/ |  | Estimated Business 4/ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number | $\begin{gathered} \text { Percent } \\ 5 \end{gathered}$ | Number | $\begin{gathered} \text { Percent } \\ 5 \end{gathered}$ | \$1,000 | $\begin{gathered} \text { Percent } \\ 5 \end{gathered}$ |
| 1913 | 79 | 2.6 | - | - | 15,098 | 5.0 |
| 1921 | 6) 47 | . 7 | - | - | 23,498 | 2.0 |
| 1925-26 | 121 | 1.3 | 300,000 | 12.2 | 150,000 | 6.6 |
| 1927-28 | 125 | 1. 2 | 140,000 | 5.4 | 97,000 | 4.5 |
| 1929-30 | 199 | 1.9 | 150,000 | 5.7 | 110,000 | 4.8 |
| 1930-31 | 261 | 2.5 | 190,000 | 7.3 | 130,000 | 6.0 |
| 1931-32 | 267 | 2.6 | 240,000 | 9.0 | 69,000 | 4.0 |
| 1932-33 | 274 | 2.9 | 200,000 | 8.1 | 42,000 | 3.5 |
| 1933-34 | 250 | 2.8 | 200,000 | 8.1 | 100,000 | 8.2 |
| 1934-35 | 305 | 3.5 | 255,000 | 10.2 | 100,000 | 7.4 |
| 1935-36 | 311 | 3.7 | 300,000 | 11.1 | 110,000 | 6.9 |
| 1936-37 ? | 400 | 4.9 | 341,800 | 14.2 | 138,500 | 7.4 |
| 1937-38 | 415 | 5.0 | 350,000 | 14.0 | 110,000 | 5.4 |
| 1938-39 | 476 | 5.9 | 315,000 | 13.1 | 73, 000 | 4.1 |
| 1939-40 | 536 | 6.7 | 270,000 | 11.7 | 78,000 | 4.5 |

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.
2) Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.
3) The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.
4) Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.
5) Percentages indicate the relative inportance of the group as a part of all marketing associations for the various years.

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

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

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

| State 1/ | Associat1ons | Members | Business |
| :--- | :---: | :---: | :---: |
|  | Number | Number | $\$ 1,000$ |
| New York | 79 | 52,000 | 92,400 |
| Minnesota | 632 | 90,000 | 75,000 |
| Wisconsin | 714 | 61,000 | 65,000 |
| Iowa | 280 | 66,000 | 39,500 |
| Michigan | 66 | 39,000 | 35,400 |
| Illinois | 80 | 38,000 | 31,000 |
| California | 36 | 8,000 | 28,500 |
| Pennsylvania | 32 | 23,000 | 25,350 |
| Ohio | 36 | 26,000 | 20,600 |
| Massachusetts | 11 | 10,000 | 19,500 |
| All others | 429 | 207,000 | 127,750 |
| Total | 2,395 | 620,000 | 560,000 |

1) Arrayed according to dollar business.

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

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

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

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

The ups and downs of cooperative fruit, vegetable, and nut marketing during the last 27 years are given in table 11. Information collected for 1913 included 456 associations with an estimated business for that year of $\$ 69,921,000$. This was 23 percent of the total cooperative marketing business for the year. This percentage is of interest when compared with the percentage of 16.7 for the 193940 marketing season. The reason for the larger percentage in the earlier period is that most of the cooperatives of that day fell into four groups, nanely dairy products, fruits and vegetables, grain, and misicellaneous products.

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

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

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

TABLE 9. - DAIRY PRODUCTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS $\sqrt{J}$, 1913 - 1939-40

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

1) Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.
2) Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.
3) The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.
4. Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a comission or a brokerage basis, also some intra-association business.

5/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.
6) Associations reporting dollar business.
7) Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936 .
SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Aoministration.

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

| State $1 /$ | Associations | Members | Bus iness |
| :--- | :---: | :---: | :---: |
|  | Number | Number | $\$ 1,000$ |
| California | 387 | 50,000 | 143,000 |
| Florida | 81 | 4,700 | 23,200 |
| Washington | 61 | 7,960 | 19,060 |
| Oregon | 54 | 8,700 | 14,200 |
| Colorado | 35 | 11,000 | 9,450 |
| Michigan | 46 | 8,200 | 8,400 |
| New York | 41 | 6,000 | 7,270 |
| Massachusetts | 5 | 500 | 5,830 |
| Idaho | 19 | 2,030 | 5,000 |
| Louisiana | 23 | 3,550 | 4,900 |
| Allothers | 387 | 63,360 | 48,690 |

1) Arrayed according to dollar business.

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

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

GRAIN, DRY BEANS, RICE

The nearly 2,500 grain marketing cooperatives make up the largest marketing group. This group stood third in estimated membership for the 1939-40 marketing season, having nearly 10 percent of all marketing cooperators, and was in second place as regards dollar business, contributing more than a fifth of the total marketing business.

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

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

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

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

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

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

1) Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.
2) Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.
3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.
4. Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

5/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.
6) Associations reporting dollar business.

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

[^8]TABLE 12. - GRAIN, DRY BEANS, RICE: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS FOR LEADING STATES, 193940 MARKETING SEASON

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

1 Arrayed according to dollar business.
SOURCE OF DATA: Recoros of the Historlcal and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.
ceive grain from farmers, hold it until enough was on hand to load a car and then send the carload to a terminal market to be sold on commission.

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

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

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

## LIVESTOCK

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

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

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

1) Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.
2) Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.
3. The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.
4) Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.
5) Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

6/ Associations reporting dollar business.
? Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936 .

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

If the 10 States leading in cooperative livestock business are considered, it w1ll be noted that 75 percent of the active associations are accounted for, 83 percent of the membership and 84 percent of the dollar business (table 14).

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

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

Although attempts were made at cooperative livestock marketing as early as the eighties little progress was made prior to 1915. About that time livestock producers became interested in the livestock shipping association as a substitute for the country drover who went from farm to farm buying a few animals here a few there until he had enough for a carlot shipnent. Farmers in their desire for better prices set up associations along the railroad at local shipping points to take over the job of forwarding livestock to be sold at the terminal markets, with the result that they frequently realized more for their animals than they had previously. By 1921 there were about a thousand cooperatives for sh1pping livestock (table 15).

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

TABLE 14. - LIVESTOCK: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, and estimated business, FOR LEADING STATES, 1939-40 Marketing SEASON

| State $1 /$ | Associations | Members | Business |
| :--- | :---: | :---: | :---: |
|  | Number | Number | $\$ 1,000$ |
| Illinois | 72 | 130,000 | 72,000 |
| Minnesota | 230 | 90,000 | 37,000 |
| Ohio | 15 | 59,000 | 27,000 |
| Iowa | 103 | 32,000 | 25,000 |
| Indiana | 22 | 42,000 | 22,400 |
| Missouri | 19 | 50,000 | 14,000 |
| Texas | 2 | 3,000 | $2 / 13,000$ |
| Wisconsin | 138 | 55,000 | 12,000 |
| Nebraska | 7 | 5,000 | 7,640 |
| Michigan | 25 | 11 | 98,000 |
| Allothers | 844 | 580,000 | 44,360 |
|  |  |  | 282,000 |

1) Arrayed according to dollar business.
2) Includes business at Kansas City, Missouri.

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

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

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

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.
2) Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.
4) Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

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

6/ Associations reporting dollar business.
7) Estimates are based on data collected by the Parm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936 .

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

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

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

1) Arrayed according to dollar business.

SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.
tions were developed at country points and country buying by packers became more important.

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

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

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

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

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

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

Missouri with 16 functioning enterprises, 5,300 members, and business amounting to $\$ 6,300,000$, made the best showing of the $S t a t e s$ in the mid-western area.

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

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

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

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

1) Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.
2) Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.
4) Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a comission or a brokerage basis, also some intra-association business.

5/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.
6) Associations reporting dollar business.
7) Estimates are based on data collected by the Parm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

[^9]TABLE 18. - WOOL, MOHAIR: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED PERIODS $\sqrt[1]{1}$, 1921-1939-40

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

1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channe ls of trade. Harketing seasons over lap.
2) Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.
4) Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.
5) Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

6/ 1ssociations reporting dollar business.
7) Estimates are based on data collected by the Parm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.
SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

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

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

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

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

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

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

## WOOL, MOHAIR

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

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

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

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

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

1) Arrayed according to dollar business.

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

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

| Period | Associations Listed 2/ |  | Estimated Members 3/ |  | Estimated Business 4/ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number | $\begin{gathered} \text { Percent } \\ 5 \end{gathered}$ | Number | $\begin{gathered} \text { Percent } \\ 5 \end{gathered}$ | \$1,000 | $\begin{gathered} \text { Percent } \\ 5 / \end{gathered}$ |
| 1913 | 111 | 3.6 | - | - | 5,928 | 1.9 |
| 1921 | 6) 898 | 12.2 | - | - | 57,721 | 4.6 |
| 1925-26 | 1,217 | 11.3 | 247,000 | 9.1 | 135,000 | 5.6 |
| 1927-28 | 1,205 | 10.6 | 398,000 | 13.3 | 128,000 | 5.6 |
| 1929-30 | 1,454 | 12.1 | 470,000 | 15.2 | 190,000 | 7.6 |
| 1930-31 | 1,588 | 13.3 | 392,000 | 13.1 | 215,000 | 9.0 |
| 1931-32 | 1,645 | 13.8 | 533,000 | 16.7 | 181,000 | 9.4 |
| 1932-33 | 1,648 | 15.0 | 542,700 | 18.1 | 140,500 | 10.5 |
| 1933-34 | 1,848 | 17.0 | 692,000 | 21.9 | 152,000 | 11.1 |
| 1934-35 | 1,906 | 17.8 | 790,000 | 24.1 | 187,000 | 12.2 |
| 1935-36 | 2,112 | 20.1 | 950,000 | 26.0 | 254, 000 | 13.8 |
| 1936-37 ? | 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 |

[^10]SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.
keting cooperatives are given in table 18. Number of associations, estimated membership, and estimated business for the 1939 year will be found in table 23.

## MI SCELLANEOUS PRODUCTS

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

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

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

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

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

## PURCHASING ASSOCIATIONS

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

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

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

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

[^11]TABLE 21. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES, BY GEOGRAPHIC DIVISIONS, 1939-40 MARKETING SEASON $1 /$

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

[^12]purchasing business by these two groups of farmers' cooperatives. Comparable data for purchasing business for recent years are as follows (see footnotes 4, 6, 7, and 8 , table 3): 10

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

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

## DATA FOR 1939-40 BY GEOGRAPHIC DIVISIONS

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

[^13]TABLE 22. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES, BY SPECIFIED GROUPS, 1939-40 MARKETING SEASON $1 /$


1/ A marketing season includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.
2) Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.
3. The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.
4. Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

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

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

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

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

## COMMODITY BREAK-DOWN FOR 1939-40

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

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

ASSOCIATIONS, MEMBERS, AND BUSINESS BY STATES AND COMMODITIES
Detailed figures for the number of associations, estimated membership, and estimated business by commodity groups, geographic divisions, and States are shown in table 23.

TABLE 23. - FARMERS' MARKETING AND PURCHASING ASSOCIATIOAS: NUMBER $2 /$, ESTIMATED MEMBERSHIP $2 / 3 /$ AND ESTIMATED BUSINESS $3 / \mathbb{L}$ BY SPECIFIED GROUPS, GEOGRAPMIC DIVISIONS, AND STATES, $1939-40$ MARKETING, SEASON

| GEOGRAPHIC DIVISION ANO STATE | COTTON ANO COTTON PROOUCTS |  |  | OAI RY PRODUCTS |  |  | FRUITS ANO VEGETABLES |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} A S S O C 1 A T 10 N S \\ \text { LISTEO } \end{gathered}$ | estimateo MEMBERS | ESTIMATEO BUSINESS | ASSOCIATIONS LISTEO | ESTIMATEO MEMBERS | ESTIMATED gUSINESS | ASSOCISTIONS <br> LISTEO | ESTIMATEO MEMEERS | ESTIMATEO BUS IMESS |
| United States | Number <br> 536 | Number $270,00 ก$ | $\begin{aligned} & \$ 1,000 \\ & 7 R, 000 \end{aligned}$ | $\begin{aligned} & \text { Number } \\ & 2,395 \end{aligned}$ | Number 620,000 | $\begin{aligned} & \$ 1,000 \\ & 560,000 \end{aligned}$ | Number $1,088$ | Number $145,00 n$ | $\begin{gathered} \$ 1.000 \\ 273,000 \end{gathered}$ |
| MEW ENGLAMD: |  |  |  | 53 | 20,500 | 36,590 | 16 | 1,240 | 7,650 |
| Vaine <br> New Hampshire <br> Vermont <br> Massachusetts <br> Rhode Is 1 and <br> Connecticut |  |  |  | $\begin{array}{r} 3 \\ 3 \\ 31 \\ 11 \\ 1 \\ 4 \end{array}$ | $\begin{array}{r} 500 \\ 400 \\ 6,400 \\ 10,000 \\ 1,000 \\ 2,200 \end{array}$ | $\begin{array}{r} 340 \\ 820 \\ 9.200 \\ 19,500 \\ 1,330 \\ 5,400 \\ \hline \end{array}$ | $\begin{aligned} & 8 \\ & 2 \\ & 5 \\ & 1 \\ & \hline \end{aligned}$ | $\begin{array}{r} 500 \\ 70 \\ 500 \\ 170 \end{array}$ | $\begin{array}{r} 1,600 \\ 210 \\ 5,830 \\ 10 \\ \hline \end{array}$ |
| MIDDLE ATLANTIC: |  |  |  | 113 | 75,150 | 117,980 | 62 | 10,700 | 12,73n |
| New York <br> New Jersey <br> Pennsylvania |  |  |  | $\begin{array}{r} 79 \\ 2 \\ 32 \end{array}$ | $\begin{array}{r} 52,000 \\ 150 \\ 23,000 \\ \hline \end{array}$ | $\begin{array}{r} 92,400 \\ 230 \\ 25,350 \\ \hline \end{array}$ | $\begin{array}{r} 41 \\ 7 \\ 14 \\ \hline \end{array}$ | $\begin{aligned} & 6,000 \\ & 2,500 \\ & 2,200 \end{aligned}$ | $\begin{aligned} & 7,270 \\ & 2,760 \\ & 2,700 \end{aligned}$ |
| EAST NORTH CENTRAL: |  |  |  | 923 | 184, 000 | 161,500 | 96 | 13,220 | 15,890 |
| ohio <br> Indiana <br> Il1inois <br> Michlgan <br> Wisconsin |  |  |  | $\begin{array}{r} 36 \\ 27 \\ 80 \\ 66 \\ 714 \end{array}$ | $\begin{aligned} & 26,000 \\ & 20,000 \\ & 38,000 \\ & 39,000 \\ & 61,000 \end{aligned}$ | $\begin{array}{r} 20,600 \\ 9,500 \\ 31,000 \\ 35,400 \\ 65,000 \end{array}$ | $\begin{array}{r} 17 \\ 8 \\ 12 \\ 46 \\ 13 \end{array}$ | $\begin{array}{r} 1,8 \cap 0 \\ 1,00 \\ 720 \\ 8,200 \\ 1,500 \end{array}$ | $\begin{array}{r} 4,300 \\ 420 \\ 520 \\ 8,400 \\ 2,250 \end{array}$ |
| WEST NORTH CENTRAL: |  |  |  | 1,074 | 247,200 | 146, 800 | 76 | 11,420 | 7,130 |
| Vinnesota <br> Iowa <br> Missourí <br> North Dakota <br> South Dakota <br> Nebraska <br> Kansas |  |  |  | $\begin{array}{r} 632 \\ 280 \\ 15 \\ 34 \\ 50 \\ 47 \\ 16 \end{array}$ | $\begin{array}{r} 90,000 \\ 66,000 \\ 22,000 \\ 7,200 \\ 18,000 \\ 37,000 \\ 7,000 \\ \hline \end{array}$ | $\begin{array}{r} 75,000 \\ 39,500 \\ 10,500 \\ 2,700 \\ 5,200 \\ 8,800 \\ 5,100 \end{array}$ | $\begin{array}{r} 24 \\ 6 \\ 29 \\ 6 \\ 2 \\ 6 \\ 3 \end{array}$ | $\begin{array}{r} 3,800 \\ 530 \\ 5,100 \\ 340 \\ 370 \\ 1,200 \\ 80 \end{array}$ | $\begin{array}{r} 1,130 \\ 170 \\ 630 \\ 290 \\ 450 \\ 4,260 \\ 200 \end{array}$ |
| SOUTH ATLANTIC: | 17 | 41,90n | 4,770 | 35 | 6,940 | 20,750 | 155 | 16,100 | 30,940 |
| Delaware <br> Maryland <br> District of Columbia <br> Virginia <br> West Virginia <br> North Carolina <br> South Carolina <br> Georgia <br> Florida | $\begin{aligned} & 3 \\ & 1 \\ & 9 \\ & 4 \end{aligned}$ | $\begin{array}{r} 3,700 \\ 5,000 \\ 33,000 \\ 200 \end{array}$ | $\begin{array}{r} 1,900 \\ 410 \\ 2,450 \\ 10 \end{array}$ | $\begin{array}{r} 4 \\ 11 \\ 2 \\ 7 \\ 7 \\ 4 \end{array}$ | $\begin{array}{r} 4,300 \\ 1,400 \\ 90 \\ 260 \\ \\ 800 \\ 90 \end{array}$ | $\begin{array}{r} 12,200 \\ 3,100 \\ 250 \\ 1,000 \\ 1,800 \\ 2,400 \end{array}$ | 2 8 25 3 12 10 14 81 | $\begin{array}{r} 40 \\ 1,160 \\ 3,000 \\ 30 \\ 2,100 \\ 990 \\ 4,080 \\ 4,700 \end{array}$ | 40 2,450 1,440 130 710 1,670 1,300 23,200 |
| EAST SOUTH CENTRAL: | 71 | 63, 000 | 31,700 | 15 | 4,340 | 4,240 | 46 | 5,750 | 2,170 |
| Kentucky <br> Tennessee <br> Alabama <br> Mississippi | $\begin{array}{r} 2 \\ 7 \\ 62 \end{array}$ | $\begin{array}{r} 84,000 \\ 5,000 \\ 18,000 \\ \hline \end{array}$ | $\begin{array}{r} 7,000 \\ 1,700 \\ 23,000 \end{array}$ | $\begin{aligned} & 3 \\ & 9 \\ & 3 \end{aligned}$ | $\begin{array}{r} 1,540 \\ 2,000 \\ 800 \\ \hline \end{array}$ | $\begin{array}{r} 2,180 \\ 1,700 \\ 360 \\ \hline \end{array}$ | $\begin{array}{r} 14 \\ 12 \\ 15 \\ 5 \end{array}$ | $\begin{array}{r} 2,320 \\ 980 \\ 2,000 \\ 450 \\ \hline \end{array}$ | $\begin{array}{r} 570 \\ 370 \\ 1,030 \\ 200 \\ \hline \end{array}$ |
| WEST SOUTH CENTRAL: | 428 | 162,120 | 38,550 | 24 | 17.800 | 8,800 | 77 | 9, 000 | 9.410 |
| Arkansas <br> Louisiana <br> Ok1ahoma <br> Texas | $\begin{array}{r} 3 \\ 6 \\ 87 \\ 332 \end{array}$ | $\begin{array}{r} 120 \\ 32,000 \\ 27,000 \\ 103,00 n \end{array}$ | $\begin{array}{r} 1,340 \\ 4,200 \\ 6,750 \\ 26,260 \end{array}$ | $\begin{array}{r} 3 \\ 15 \\ 6 \end{array}$ | $\begin{aligned} & 2,100 \\ & 7,600 \\ & 8,100 \end{aligned}$ | $\begin{aligned} & 1,700 \\ & 2,400 \\ & 4,700 \end{aligned}$ | $\begin{array}{r} 24 \\ 23 \\ 2 \\ 28 \end{array}$ | $\begin{array}{r} 2,850 \\ 3,550 \\ 320 \\ 2,280 \end{array}$ | $\begin{array}{r} 1,100 \\ 4,900 \\ 80 \\ 3,330 \end{array}$ |
| MOUNTAIK: | 11 | 1,500 | 980 | 5.3 | 31,070 | 11.600 | 95 | 22.670 | 24,080 |
| Montana <br> Idaho <br> Wy oming <br> Colorado <br> Nen Mexico <br> Arizona <br> Utahs <br> Nevada | $\begin{gathered} 10 \\ 1 \end{gathered}$ | $\begin{array}{r} 1,400 \\ 100 \end{array}$ | $\begin{array}{r} 955 \\ 25 \end{array}$ | $\begin{array}{r} 11 \\ 12 \\ 8 \\ 11 \\ 3 \\ 8 \\ 8 \end{array}$ | $\begin{array}{r} 1.570 \\ 23.400 \\ 880 \\ 1,880 \\ 340 \\ 3,000 \end{array}$ | $\begin{array}{r} 900 \\ 7,500 \\ 600 \\ 800 \\ \\ 640 \\ 1,160 \end{array}$ | $\begin{array}{r} 4 \\ 19 \\ 3 \\ 35 \\ 2 \\ 5 \\ 27 \end{array}$ | $\begin{array}{r} 920 \\ 2,030 \\ 590 \\ 11,000 \\ 130 \\ 1,000 \\ 7,000 \end{array}$ | $\begin{array}{r} 4,150 \\ 5,000 \\ 430 \\ 9,450 \\ 60 \\ 890 \\ 4,100 \end{array}$ |
| PACIFIC: | 9 | 1,480 | 2,000 | 105 | 33.000 | 51,740 | 465 | 54,90n | 163,000 |
| Washington Oregon California | 9 | 1,480 | 2,000 | $\begin{aligned} & 30 \\ & 39 \\ & 36 \end{aligned}$ | $\begin{array}{r} 15,500 \\ 9,500 \\ 8,000 \end{array}$ | $\begin{array}{r} 14,700 \\ 8,540 \\ 28,500 \end{array}$ | $\begin{array}{r} 60 \\ 47 \\ 358 \end{array}$ | $\begin{array}{r} 7,800 \\ 7,100 \\ 40,000 \end{array}$ | $\begin{array}{r} 19,000 \\ 13,000 \\ 131,000 \end{array}$ |

1/ Includes independent local associations, federations, large-scale centralized assoctations, sales agencles independent serviceenderine associations, and subsidiarles whose businesses are distinct from those of the Darent organizations.

2/ Includes members, contract members, and shareholders, but does not include patrons not in these categorles.
3 Estimated membership and eatimated business for each association $1 s$ credited to the State in which the association has its headquerters.
value Inciudes the value of commodities for which associations render essential services either in marketing or purchasing and the
5/ A marketing season includes the period during which the farm products of a specificd year are moved into the channels of trade. Marketing seasons overlap.
(6) ADout 80 Dercent of the membershid is $1 n$ Arkansas, 15 percent in Tennessee, and 5 dercent in Missourl.

TABLE 23: (Cont inued)

$7 /$ Inciudes ary beans and rice.
Q/ Less Chan $\$ 10,000$.
9) Includes tusiness at Kansas City, M1ssour1.

TABIE 23. (Continued)
GEOGRAPHIC OIVISION
AMO STATE

United States
HEH ENGLANO:
valne
New Hampshtre
Vermont
Massachusetts
Rhode Island
Connecticut
MIOOLE ATLAHTIC:
New York
New Jersey
Pennsylvania
EAST NORTH CEHTRAL:
Ohio
Indiana
111inois
Michigan
Wisconsin
WEST MORTH CENTRAL:
Minnesota
I ow a.
Missouri
North Dakota
South Dakota
Nebraska
Kansas
SOUTH ATLANTIC:
Delaware
Maryland
District of Columbia
Virginia
West Virginia
North Carolina
South Carolina
leorgia
Florida
EAST SOUTH CENTRAL:
Kentucky
Tennessee
Alabama
Mississippi
HEST SOUTH CENTRAL:
Arkansas
Louisiana
0klahoma
Texas
MOUNTAIN:
Montana
Idaho
Wyoming
Colorado
Nen Mexico
Arizona
Utah
Nevada
PACIFIC:
Washington
oregon
California

| POULTRY ANO POULTRY PROOUCTS |  |  | TOBACCO |  |  | HOOL AHO MOHAIR |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { ASSOCIATIONS } \\ & \text { LISTEO } \end{aligned}$ | estimateo MEMAERS | estimateo gusiness | ASSOCIATIONS LISTED | estimateo ME MBERS | ESTIMATED BUS : NESS | $\begin{gathered} \text { ASSOCIATIONS } \\ \text { LISTED } \end{gathered}$ | ESTIMATEO MEMBEPS | $\begin{aligned} & \text { ESTIVATED } \\ & \text {, WESS } \end{aligned}$ |
| Number $181$ | Number <br> 104,000 | $\begin{aligned} & \$ 1,000 \\ & 76,000 \end{aligned}$ | Number $10$ | Number 68,000 | $\begin{array}{r} \$ 1,000 \\ 11,500 \end{array}$ | Number $134$ | Number $62,000$ | $\begin{aligned} & \$ 1,000 \\ & 11,000 \end{aligned}$ |
| 12 | 6,860 | 5,030 |  |  |  | 3 | 1,150 | 1,920 |
| $\begin{aligned} & 1 \\ & 5 \\ & 1 \\ & 5 \end{aligned}$ | $\begin{array}{r} 1,600 \\ 2,200 \\ 260 \\ 2,800 \end{array}$ | $\begin{array}{r} 560 \\ 1,990 \\ 120 \\ 2,360 \end{array}$ |  |  |  | 1 <br> 2 | $\begin{aligned} & 700 \\ & 450 \end{aligned}$ | $1,920$ |
| 18 | 13,100 | 10,030 |  |  |  | 34 | 5,500 | 250 |
| $\begin{aligned} & 4 \\ & 7 \\ & 7 \\ & \hline \end{aligned}$ | $\begin{aligned} & 4,000 \\ & 5,300 \\ & 3,800 \\ & \hline \hline \end{aligned}$ |  |  |  |  | $3$ <br> 31 | $\begin{array}{r} 500 \\ 5,000 \\ \hline \hline \end{array}$ | $\begin{array}{r} 60 \\ 200 \\ \hline \end{array}$ |
| 15 | 3,410 | 1,740 | 3 | 3,700 | 520 | 5 | 11,870 | 1,040 |
| 5 5 2 1 2 | $\begin{array}{r} 2,000 \\ 1,100 \\ 60 \\ 50 \\ 200 \end{array}$ | $\begin{array}{r} 1,240 \\ 270 \\ 70 \\ 10 \\ 150 \end{array}$ | 1 <br> 2 | $1,200$ $2,500$ | $\begin{array}{r} 30 \\ 490 \end{array}$ | $\begin{aligned} & 1 \\ & 1 \\ & 1 \\ & 1 \\ & 1 \end{aligned}$ | $\begin{array}{r} 6,000 \\ 2,800 \\ 730 \\ 340 \\ 2,000 \end{array}$ | $\begin{array}{r} 660 \\ 90 \\ 50 \\ 40 \\ 200 \end{array}$ |
| 36 | 12,130 | 8,045 | 1 | 700 | 90 | 21 | 20,500 | 2,900 |
| $\begin{array}{r} 2 \\ 4 \\ 16 \\ 1 \\ 2 \\ 6 \\ 5 \end{array}$ | $\begin{array}{r} 500 \\ 3,100 \\ 5,300 \\ 800 \\ 230 \\ 1,200 \\ 1,000 \end{array}$ | $\begin{array}{r} 370 \\ 540 \\ 6,300 \\ 100 \\ 15 \\ 390 \\ 330 \end{array}$ | 1 | 700 | 90 | $\begin{array}{r} 3 \\ 10 \\ 4 \\ 2 \\ 1 \\ 1 \end{array}$ | 700 2,500 7,000 4,000 6,000 300 | 380 260 740 400 1,120 8 |
| 19 | 4,165 | 1,005 | 2 | 14,600 | 3,560 | 15 | 9,640 | 365 |
| 1 2 1 2 5 7 1 | $\begin{array}{r} 70 \\ 120 \\ 10 \\ 150 \\ 100 \\ 3,700 \end{array}$ | 90 90 565 10 50 200 8 | $\begin{aligned} & 1 \\ & 1 \end{aligned}$ | $\begin{aligned} & 6,600 \\ & 8,000 \end{aligned}$ | $\begin{aligned} & 2,500 \\ & 1,060 \end{aligned}$ | $\begin{array}{r} 1 \\ 11 \\ 3 \end{array}$ | $\begin{array}{r} 40 \\ 5,500 \\ 4,100 \end{array}$ | $\begin{array}{r} 15 \\ 210 \\ 140 \end{array}$ |
| 3 | 1,570 | 195 | 4 | 49,000 | 7,330 | 17 | 6,740 | 400 |
| $\begin{aligned} & 1 \\ & 1 \\ & 1 \end{aligned}$ | $\begin{array}{r} 50 \\ 1,400 \\ 120 \end{array}$ | $8 /$ $85$ $110$ | $\begin{aligned} & 3 \\ & 1 \end{aligned}$ | $\begin{aligned} & 35,000 \\ & 14,000 \end{aligned}$ | $\begin{aligned} & 6,130 \\ & 1,200 \end{aligned}$ | $\begin{aligned} & \mathbf{5} \\ & 9 \\ & 2 \\ & 1 \end{aligned}$ | $\begin{array}{r} 2,600 \\ 3,900 \\ 200 \\ 40 \end{array}$ | $\begin{array}{r} 210 \\ 170 \\ 20 \end{array}$ |
| 9 | 3,255 | 1,125 |  |  |  | 3 | 1,010 | 200 |
| $1$ $\begin{aligned} & 1 \\ & 7 \end{aligned}$ | $\begin{array}{r} 35 \\ 90 \\ 3,130 \end{array}$ | $\begin{gathered} 25 \\ \frac{8}{1,100} \end{gathered}$ |  |  |  | 2 <br> 1 | $\begin{array}{r} 750 \\ 260 \end{array}$ | $\begin{array}{r} 180 \\ 20 \end{array}$ |
| 43 | 19,010 | 6,430 |  |  |  | 32 | 3,990 | 3,280 |
| $\begin{array}{r} 15 \\ 2 \\ 5 \\ 11 \\ \hline 1 \\ 5 \\ 4 \end{array}$ | $\begin{array}{r} 2,200 \\ 1,200 \\ 640 \\ 7,400 \\ 10 \\ 7,100 \\ 460 \end{array}$ | $\begin{array}{r} 220 \\ 670 \\ 30 \\ 550 \\ \\ 8 / \\ 4,550 \\ 410 \end{array}$ |  |  |  | $\begin{array}{r} 7 \\ 12 \\ 4 \\ 3 \\ 2 \\ 1 \\ 2 \\ 1 \end{array}$ | $\begin{array}{r} 600 \\ 1,500 \\ 320 \\ 1,100 \\ 90 \\ 100 \\ 250 \\ 30 \end{array}$ | $\begin{array}{r} 260 \\ 620 \\ 100 \\ 1,280 \\ 180 \\ 180 \\ 600 \\ 60 \end{array}$ |
| 26 | 40,500 | 42,400 |  |  |  | 4 | 1,600 | 635 |
| $\begin{array}{r} 6 \\ 6 \\ 14 \end{array}$ | $\begin{array}{r} 27,500 \\ 2,500 \\ 10,500 \end{array}$ | $\begin{array}{r} 13,600 \\ 3,800 \\ 25,000 \end{array}$ |  |  |  | $\begin{aligned} & 1 \\ & 1 \\ & 2 \end{aligned}$ | $\begin{array}{r} 20 \\ 1,400 \\ 180 \end{array}$ | $\begin{array}{r} 80 \\ 500 \\ 55 \end{array}$ |

8) Less than $\$ 10,000$

TABLE 23. (Continued)

| GEOGRAPHIC DIVISION ano state | hiscellaneous ie/ |  |  | PURCHASING 12/ |  |  | TOTAL |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{\|c\|c\|} \hline \text { ASS } \propto \text { IATIONS } \\ \text { LSTEO } \end{array}$ | ESTIMATED MEMBERS | estimateo BUSINESS | $\begin{aligned} & \text { ASSOC IATIONS } \\ & \text { LISTED } \end{aligned}$ | ESTIMATED ME MBERS | $\begin{aligned} & \text { ESTIMATEO } \\ & \text { BUSIHESS } \end{aligned}$ | $\begin{aligned} & \text { ASSOC IATIONS } \\ & \text { LISTEO } \end{aligned}$ | ESTImateo MEMBERS | ESTIMATEO bus iness |
| Unfted States | Number $350$ | Number 65, 0 ก0 | $\begin{array}{r} \$ 1,000 \\ 31,500 \\ \hline \end{array}$ | Number $2,649$ | $\begin{gathered} \text { Number } \\ 900, n 00 \\ \hline \end{gathered}$ | $\begin{gathered} \$ 1,000 \\ 358,000 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Number } \\ & 10,700 \end{aligned}$ | $\begin{aligned} & \text { Number } \\ & 3,200, \text { non } \\ & \hline \end{aligned}$ | $\begin{gathered} \$ 1,000 \\ 2,087,000 \\ \hline \end{gathered}$ |
| NEH ENGLAND: | 11 | 1,490 | 430 | 67 | 105,450 | 30,555 | 162 | 136,690 | 82,175 |
|  |  |  |  | 24 | 5,600 | 1,890 | 36 | 7,3ก0 | 3,830 |
| New Hampsh1re | 1 | 130 | 150 | 4 | 5,000 | 3,180 | 11 | 7,200 | 4,920 |
| Vermont | 1 | 150 | 80 | 4 | 1,000 | 615 | 36 | 7,550 | 9,895 |
| Vassachusetts | 4 | 660 | 70 | 13 | 92,500 | 23,000 | 40 | 106,310 | 52,310 |
| Rhode Island | 1 | 170 | 20 |  |  |  | 3 | 1,430 | 1,470 |
| Connecticut | 4 | 380 | 110 | 22 | 1,350 | 1,870 | 36 | 6,900 | 9,750 |
| hidole atlantic: | 20 | 4,375 | 2,370 | 292 | 87,70n | 59,700 | 544 | 213,775 | 209,54n |
| Nen York | 11 | 1,775 | 510 | 186 | 60,000 | 43,200 | 325 | 134,275 | 148,840 |
| New Jersey | 6 | 2,000 | 1,400 | 28 | 9,500 | 6,100 | 51 | 19,500 | 15,330 |
| Pennsylvania | 3 | 600 | 460 | 78 | 18,200 | 10,400 | 168 | 60,000 | 45,370 |
| EAST NORTN CENTRAL: | 73 | 21,400 | 5,400 | 628 | 261,000 | 104,000 | 2,611 | 893,100 | 549,190 |
| ohlo | 5 | 5,000 | 440 | 110 | 35,000 | 23,600 | 329 | 162,500 | 105,870 |
| Ind sana | 6 | 1,000 | 260 | 92 | 52,000 | 22,500 | 217 | 127,900 | 69,440 |
| Illinois | 24 | 10, 000 | 600 | 131 | 94,000 | 26,000 | 638 | 314,510 | 188,24n |
| Michigan | 20 | 2,600 | 1,800 | 71 | 19,000 | 10,700 | 293 | 98,190 | 79,550 |
| Wiscons 1n | 18 | 2,800 | 2,30m | 224 | 61,000 | 21,200 | 1,134 | 190,non | 106,090 |
| WEST NORTH CENTRAL: | 110 | 15,130 | 7,590 | 1,0n3 | 249,900 | 83,405 | 4,319 | 975,830 | 527,620 |
|  | 19 | 3,100 | 690 | 253 | 79, 000 | 28,700 | 1,403 | 309,100 | 184,970 |
| lowa | 5 | 590 | 1,000 | 136 | 45,000 | 11,500 | 808 | 192,720 | 113,670 |
| M1ssour | 61 | 8,000 | 4,800 | 157 | 3n,000 | 20,000 | 379 | 140,350 | 69,560 |
| North Dakota | 9 | 800 | 160 | 98 | 18,700 | 5,200 | 531 | 74,740 | 37,020 |
| South Dakota | 3 | 900 | 240 | 70 | 16,000 | 4,800 | 306 | 69,000 | 27,275 |
| Nebraska | 5 | 740 | 60 | 170 | 44,500 | 8,955 | 484 | 124,340 | 49,705 |
| Kansas | 8 | 1,000 | 640 | 119 | 16,70n | 4,250 | 408 | 65,580 | 45,420 |
| SOUTH ATLANTIC: | 48 | 7,945 | 8,080 | 158 | 60,830 | 27,030 | 514 | 180,640 | 100,635 |
|  |  |  |  | 5 | 1,100 | 290 | 8 | 1,210 | 420 |
| Maryland | 6 | 600 | 420 | 29 | 7,000 | 7,900 | 55 | 20,420 | 25,955 |
| District of Columbla |  |  |  |  |  |  | 1 | 10 | 565 |
| V1rginia | 2 | 90 | 10 | 53 | 40,000 | 13,500 | 124 | 61,340 | 20,040 |
| West Virginia | 1 | 15 | 8 | 13 | 2,200 | 890 | 43 | 10,535 | 1,910 |
| North Carolina | 18 | 6, 000 | 2,200 | 40 | 6,000 | 3,000 | 94 | 23,860 | 9,335 |
| South Carolina | 2 | 140 | 10 | 1 | 30 | 10 | 21 | 8,060 | 2,800 |
| Georg 1a | 12 | 800 | 340 | 10 | 4,00n | 380 | 61 | 48,900 | 7,670 |
| Florida | 7 | 300 | 5,100 | 7 | 500 | 1,060 | 107 | 6,305 | 31,940 |
| EAST SOUTN CENTRAL: Kentuckj | 27 | 7,400 | 760 | 83 | 27,800 | 5,69n | 282 | 188,920 | 55,785 |
|  | 2 | 400 | 90 | 7 | 1,700 | 280 | 36 | 50,610 | 10,630 |
| Tennessee | 7 | 800 | 180 | 16 | 5,non | 380 | 60 | 76,680 | 11,965 |
| Alabama | 8 | 4,000 | 260 | 41 | 15,000 | 3,480 | 85 | 33,920 | 7,740 |
| M1ss1ss 1 pp 1 | 10 | 2,200 | 230 | 19 | 6,100 | 1,550 | 101 | 27,710 | 25,450 |
| west south central: | 18 | 2,000 | 3,330 | 99 | 25,000 | 7,760 | 790 | 250,305 | 133,140 |
| Arkansas | 2 | 200 | 170 | 6 | 450 | 360 | 41 | 4,255 | 5,095 |
| Lou1s lana | 8 | 800 | 2,800 | 6 | 250 | 600 | 49 | 40,450 | 15,920 |
| Oklahoma | 1 | 100 | 80 | 28 | 11, 000 | 2,100 | 212 | 64,710 | 39,510 |
| Texas | 7 | 900 | 280 | 59 | 13,300 | 4,700 | 488 | 140,890 | 72,615 |
| MOUNTAIN: | 16 | 2,840 | 1,150 | 169 | 36,320 | 9,530 | 563 | 153,180 | 87,070 |
| Montana | 8 | 600 | 230 | 88 | 10,000 | 3,850 | 188 | 23,390 | 15,360 |
| Idaho | 3 | 460 | 150 | 31 | 12,000 | 2,000 | 123 | 51,590 | 24,710 |
| Wyoming | 1 | 1,200 | 440 | 8 | 2,600 | 480 | 34 | 7,130 | 2,430 |
| Colorado | 2 | 200 | 130 | 29 | 9,260 | 1,870 | 120 | 44,54n | 22,660 |
| New Mexico | 1 | 300 | $8 /$ | 2 | 1,280 | 640 | 19 | 3,610 | 2,105 |
| Arizona | 1 | 80 | 200 | 2 | 160 | 50 | 14 | 1,79n | 1,985 |
| Utah |  |  |  | 7 | 840 | 620 | 57 | 20,390 | 17,250 |
| Nevada |  |  |  | 2 | 180 | 20 | 8 | 740 | 570 |
| PACIFIC: | 27 | 2,420 | 2,390 | 150 | $46,00 \cap$ | 30,330 | 915 | 207,560 | 341,845 |
| Washington | 8 | 620 | 280 | 83 | 20,000 | 11,030 | 233 | 77,10n | 76,000 |
| Oregon | 9 | 1,200 | 480 | 38 | 11,000 | 3,800 | 165 | 39,700 | 36,46n |
| Callfornta | 10 | 600 | 1,630 | 29 | 15, 000 | 15,500 | 517 | 90,76 | 229,385 |

8/ Less than $\$ 10,000$.
10 Includes associations handisng commodities not specifled elsewhere, those handing several types of cormodities, and those furnishing special marketing or other services.
 Cotal, $\$ 2,087,000,000$. Alter adjustments the totals are: marketing, $\$ 1,838,800,000$; Durchasing, $\$ 448,200,000$
SOURCE OF DATA: Records of the Historical and Statistical section, Cooperative Research and Service division, Farm Credtt Administration.



S4 Sin Sin



[^0]:    If The number of associations included for the specified years is slightly less than the number in existence for those years. This cannot be otherwise, as reporting by cooperatives is a voluntary matter. Nevertheless, practically all the associations get into the records in the course of time, although the lag is from 1 to 5 years. Some cooperatives operate so informally or are so strictly local in character that their discontinuance may be the first event of sufficient importance to attract the attention of those collecting information.

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

[^1]:    3/ The Census of Agriculture for 1919, 1924, 1929, and 1940 collected data as to sales or purchases by farmers, to, through, or from cooperatives. The basis for the census studies is the farmer, whereas the basis for the surveys made by the Cooperative Research and Service Division is the cooperative association.
    4. Marketing as used in this report includes the various activities involved in transferring the raw products of the farm to the processed commodities of the home.

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

[^2]:    1) The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.
    2) Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a sbecified year are moved into the channels of trade. Marketing seasons overlap.

    3/ Compiled from data appearing in O. S. Department of Agriculture Bull. No. 547 (1917) pp. 14-25, and 0. S. Department of Agriculture Tech. Bull. No. 40 (1928) pp. 70-75.
    4) Estimates are based on data collecied by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

[^3]:    1) Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channe ls of trade. Marketing seasons overlap.

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

[^4]:    1) Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

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

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

[^6]:    1) Arrayed according to dollar business.

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

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

[^7]:    8/ During recent years membership and dollar business estimates have been greatly affected by the ups and downs of the large bargaining associations.

[^8]:    SOURCE OF OATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

[^9]:    SOURCE OF DATA: Records of the Historical and Statistical Section, Cooperative Research and Service Division, Farm Credit Administration.

[^10]:    1/ Most statistics pertaining to farmers' marketing and purchasing cooperatives are now compiled on the basis of the marketing season which includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.
    2) Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.
    3) The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these catepories.

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

    5/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.
    6) Associations reporting dollar business.

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

[^11]:    9/ Purchasing service, however, is provided in this State by local units of a regional purchasing association.

[^12]:    1) A marketing season includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.
    2) Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

    3/ The membership estimates for the years since about 1935 include members, contact members, and shareholders, but do not include patrons not in these categories.
    4. Includes the value of commodities for which associations render essential services either in marketing or purchasing and the value of commodities sold by associations whether on a commission or a brokerage basis, also some intra-association business.

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

[^13]:    10 Purchasing totals as well as marketing totals were greatly affected by the low and high price levels of the 1930's.

