



**AgEcon** SEARCH  
RESEARCH IN AGRICULTURAL & APPLIED ECONOMICS

*The World's Largest Open Access Agricultural & Applied Economics Digital Library*

**This document is discoverable and free to researchers across the globe due to the work of AgEcon Search.**

**Help ensure our sustainability.**

Give to AgEcon Search

AgEcon Search  
<http://ageconsearch.umn.edu>  
[aesearch@umn.edu](mailto:aesearch@umn.edu)

*Papers downloaded from **AgEcon Search** may be used for non-commercial purposes and personal study only. No other use, including posting to another Internet site, is permitted without permission from the copyright owner (not AgEcon Search), or as allowed under the provisions of Fair Use, U.S. Copyright Act, Title 17 U.S.C.*

## **Historic, Archive Document**

Do not assume content reflects current scientific knowledge, policies, or practices.



166.3  
M68  
no. 12

U.S. DEPT. OF AGR.

U.S. FARM CREDIT ADMINISTRATION  
COOPERATIVE DIVISION  
WASHINGTON, D.C.

**STATISTICS OF FARMERS'  
MARKETING AND PURCHASING ASSOCIATIONS  
1935-36 MARKETING SEASON**

By  
R.H. Elsworth

RESEARCH, SERVICE AND EDUCATIONAL SERIES

Miscellaneous  
Report No. 12

INV. '60

1937  
1936  
1935

February 1937

## FARM CREDIT ADMINISTRATION

W. I. Myers, Governor

COOPERATIVE DIVISION  
S. D. Sanders, Commissioner

Research, Service, and Educational Staff of the Cooperative Division  
H. M. Bain, Assistant Commissioner in Charge  
W. W. Fetrow, Chief Research Economist

### COTTON

Omer W. Herrmann  
Otis T. Weaver  
John S. Burgess, Jr.

### HISTORY AND STATISTICS

R. H. Elsworth  
French M. Hyre

### DAIRY AND POULTRY

T. G. Stitts  
D. D. Brubaker  
John J. Scanlan  
Gordon Laughlin  
W. C. Welden  
Roy W. Lennartson

### INSURANCE

V. N. Valgren  
F. C. Murphey  
Gordon A. Bubolz

### FRUITS AND VEGETABLES

A. W. McKay  
K. B. Gardner  
M. C. Gay  
H. C. Hensley  
N. Fogelberg  
H. W. Mumford, Jr.  
T. H. Heckman

### LIVESTOCK AND WOOL

C. G. Randell  
L. B. Mann  
H. H. Hulbert  
James M. Coon

### GRAIN

Harold Hedges  
Harry E. Ratcliffe  
E. B. Ballow

### PURCHASING ASSOCIATIONS

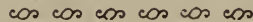
Joseph G. Knapp  
John H. Lister  
Gerald M. Francis

### TOBACCO

William Collins

### TRAFFIC

Charles B. Bowling



The Research, Service, and Educational Staff conducts research studies and service activities relating to problems of management, organization, policies, merchandising, sales, costs, competition, and membership, arising in connection with the cooperative marketing of agricultural products and the cooperative purchase of farm supplies and services; publishes the results of such studies; confers and advises with officials of farmers' cooperative associations; and cooperates with educational agencies, cooperative associations and others in the dissemination of information relating to cooperative principles and practices.

# STATISTICS OF FARMERS' MARKETING AND PURCHASING ASSOCIATIONS, 1935-36 MARKETING SEASON

By R. H. Elsworth  
Agricultural Economist

## CONTENTS

	Page
Cooperative cotton associations . . . . .	2
Associations marketing dairy products . . . . .	2
Associations marketing fruits and vegetables . . . . .	3
Associations marketing grain . . . . .	3
Associations marketing livestock . . . . .	4
Cooperatives handling other farm products . . . . .	5
Farmers' purchasing associations . . . . .	6
Appendix . . . . .	7

Data relative to farmers' marketing and purchasing associations have been compiled annually since 1929. These data include the number of active associations, their estimated membership and estimated amount of business by commodity groups and States, for each marketing season. Statistics based on the data collected through 1935 have been made available in printed form. <sup>1/</sup> This report may be considered as supplementary to the printed publications.

The number of active associations at the close of the 1935-36 season was 10,500. Sixty-nine percent of the associations were located in the 12 North Central States and eight percent in the 3 Pacific Coast States. Minnesota, with 1,401 associations, led all other States. Wisconsin was second in relative importance with 1,086 associations, and Iowa third, with 954 associations (table 1).

Twenty-nine percent of the active associations were engaged in handling grain; twenty-two percent in handling dairy products; ten percent in marketing fruits and vegetables; and ten percent in marketing livestock.

The 10,500 associations had an estimated membership of 3,660,000. Seventy-four percent of this membership was in the marketing associations and twenty-six percent in the purchasing associations. Marketing groups with a membership of over one-half million were: Dairy, with 720,000 members; grain, with 610,000; and livestock, with 600,000.

The cooperative business of these farmer associations for the 1935-36 marketing season amounted to \$1,840,000,000. Eighty-six percent of this total represented business reported by the marketing associations and fourteen percent, business reported by the purchasing

<sup>1/</sup> Elsworth, R. H., Statistics of Farmers' Cooperative Business Organizations, 1920-1935.

associations. The five States credited with the largest amounts of business were: California, \$196,430,000; Illinois, \$162,000,000; Minnesota, \$149,050,000; and Iowa, \$117,640,000.

### COOPERATIVE COTTON ASSOCIATIONS

Cotton cooperatives continue to increase in relative importance. Although the number of large-scale associations remains the same as in recent years, the number of local associations engaged in the ginning of cotton has increased, particularly in Texas and Mississippi.

The membership of the cotton cooperatives, including the large-scale marketing associations and the local organizations operating ginning plants and oil mills, was 300,000 at the close of the 1935-36 marketing season. The total value of business handled by these organizations amounted to \$110,000,000 (table 1).

The 15 large-scale associations, including the American Cotton Cooperative Association - the central sales agency at New Orleans, and the Staple Cotton Cooperative Association, Greenwood, Mississippi, handled approximately 1,440,000 bales of the 1935 crop, which was 13.8 percent of the total ginnings.

Cooperative gins in Oklahoma and Texas ginned nearly one-half million bales of cotton and marketed 229,165 bales during the 1935-36 cotton season.

Since the beginning of large-scale cotton marketing in 1921, nearly 20,000,000 running bales have been handled on a cooperative basis. This quantity is approximately ten percent of the total bales ginned during the 15-year period.

### ASSOCIATIONS MARKETING DAIRY PRODUCTS

Cooperatives for handling dairy products numbered 2,270 during the 1935-36 marketing season. These associations reported a total membership of 720,000 and an estimated business of \$520,000,000 (table 2).

Seventy-three percent of the dairy associations were located in Minnesota, Wisconsin, Iowa, and New York. The reported membership of these organizations represented forty-six percent of the total membership; and the business handled was forty-nine percent of the total business for the active organizations.

The dairy cooperatives can be classified into five groups: That is, those making butter, numbering 1,401; those making cheese, numbering 594; those engaged in the distributing of fluid milk at wholesale and retail, 119; those bargaining as to price, 83; and other associations, 73. The total business of \$520,000,000 for the 1935-36 marketing season was divided among the several groups as follows: Butter making, \$204,331,000; cheese making, \$19,747,000; milk distributing, \$111,352,000; milk bargaining, \$168,820,000; all other associations,

\$15,750,000 (table 3).

More than one-half billion pounds of butter and nearly 150 million pounds of cheese were made in cooperative plants during 1935. The cooperatively made butter was thirty-six percent of all the creamery butter made in the United States, and the cooperatively made cheese was about twenty-four percent of the Nation's cheese output (table 4).

The States in which large quantities of butter were made in cooperative plants were: Minnesota, where the output of 182,000,000 pounds was sixty-seven percent of all the creamery butter made in the State; Iowa, 119,200,000 pounds, or fifty-five percent of the State production; Wisconsin, 97,000,000 pounds, or sixty-one percent of the total amount of butter manufactured there.

#### ASSOCIATIONS MARKETING FRUITS AND VEGETABLES

Cooperatives handling fruits and vegetables operate in nearly all the States. As early as 1913 there were associations in 39 States and during the 1929-30 marketing season, there was one or more active associations in every State. During the 1935-36 marketing season, there were fruit or vegetable associations in 45 States, the exceptions being Vermont, Rhode Island, and Nevada (table 1).

Forty-one percent of the 1,063 active associations are in California, Oregon and Washington, the Pacific geographic division. This group has thirty-four percent of the total membership and handled sixty-two percent of the total business for all associations for the last marketing season. The second geographic division in relative importance was the South Atlantic, comprised of the eight States from Delaware to Florida. The 155 associations in this division, constituting fifteen percent of all the associations, reported eleven percent of the total membership and the handling of eleven percent of the total fruit and vegetable business for the last season (table 5).

California ranks first in the cooperative marketing of fruits and vegetables. Thirty-one percent of all the active associations are located within its borders. These associations have twenty-two percent of the total membership and during the 1935-36 marketing season handled fifty-three percent of the total business.

California's leadership has been continuous for 40 years and probably longer. Statistics available for various years during the period 1913-1936 indicate that approximately twenty-five percent of the active associations have been in that State, that these associations have had twenty-five percent of the total membership, and have handled fifty percent of the total cooperative fruit and vegetable business.

#### ASSOCIATIONS MARKETING GRAIN

The 3,010 active associations at the close of the 1935-36 mar-

keting season, were scattered through 30 States. Eighty-eight percent of all the organizations, however, were in the 12 North Central States. Nearly two-thirds of all the associations were in six States as follows: Illinois, 400; North Dakota, 352; Iowa, 318; Nebraska, 312; Kansas, 286; and Minnesota, 280 (table 6).

The estimated membership of the active associations was 610,000. Fifty-one percent of this membership was in five States; namely, Illinois, 75,000; Iowa, 73,000; Minnesota, 61,000; Kansas, 54,000; Nebraska, 51,000.

Estimated business for the marketing season was \$360,000,000. More than one-fourth of this amount represented business transacted by the associations in Illinois and Iowa, which estimated their business at \$52,000,000 and \$42,000,000 respectively. The other States giving high estimates were Minnesota and Nebraska, each with \$33,000,000, and Kansas and Ohio each with \$29,000,000.

Nearly 30 large-scale regional associations operating principally in terminal markets furnished sales service to approximately 2,000 local elevator associations with an average membership of 140. Most of these large-scale organizations are affiliated with a national federation. The federation serves its member units with market news and selling service.

Three large-scale associations engaged in marketing rice had a total membership of 1,415 and transacted business amounting to nearly \$12,000,000.

Associations handling dry beans reported sales amounting to more than \$3,000,000 for the marketing season.

#### ASSOCIATIONS MARKETING LIVESTOCK

There were 1,040 farmers' associations engaged in the marketing of livestock listed at the close of the 1935-36 marketing season. More than ninety percent of these associations were in the 12 North Central States and sixty-five percent were in four States; namely, Minnesota, Iowa, Wisconsin, Illinois (table 7).

The number of members in the associations was estimated at 600,000. Membership reported by associations in Illinois represented one-fifth of this total; and by the associations in Minnesota, nearly a sixth.

Business transacted during the last year amounted to \$250,000,000. The amounts credited to the States most active in the cooperative marketing of livestock were as follows: Illinois, \$60,000,000; Minnesota, \$28,000,000; Iowa, \$26,000,000; and Missouri, \$25,000,000.

A large part of the cooperative livestock business was handled by sales agencies operating on the terminal markets. Nearly

10,000,000 animals including 2,500,000 cattle and calves, 3,700,000 hogs, and 3,760,000 sheep and lambs were sold for patrons. In addition 100,000 animals were handled for traders, and about 650,000 animals were handled in the country. Besides the associations at the terminal markets there were a number of large-scale associations operating in the country. Some of these sold through local auctions, some shipped direct from producing areas to feed lots, some sent direct to packers, and some shipped to the terminal markets for sale.

Data are available as to the percentage of the animals sold or purchased at the terminal markets that was handled by the cooperatives. During 1935, fourteen percent of the cattle and calves sold at 58 public stock-yard markets were sold by the cooperative sales agencies. These organizations also sold twenty-five percent of the hogs, and twenty percent of the lambs and sheep.

### COOPERATIVES HANDLING OTHER FARM PRODUCTS

There were 694 farmers' associations handling various products during the 1935-36 marketing season. Of this number 154 organizations with an estimated membership of 93,000 handled poultry and eggs with an estimated valuation of \$69,000,000. Sixteen of the associations, in the Pacific Coast States of California, Oregon and Washington, had one-third of the total membership and transacted fifty-seven percent of the total business. This business consisted largely of the marketing of eggs. Sixteen associations in Missouri with 9,200 members reported a total business of \$7,490,000. Nine associations in New Jersey had sales amounting to \$3,200,000. Forty-one associations in the Mountain States marketed large quantities of turkeys.

#### Nuts

Fifty-two associations, 29 of which were in California, were engaged in marketing nuts. The California associations were credited with sixty-nine percent of the membership and with eighty-nine percent of the business of the associations handling nuts. Most of them were engaged in handling walnuts, although two of the 29 handled almonds.

#### Wool and Mohair

Wool and mohair were handled cooperatively by 114 associations, located in 32 States. Twenty-six of these were members of a nationwide federation. The estimated membership for all the associations was 51,400 and the estimated business for the 1935-36 marketing season, \$11,000,000.

#### Forage Crops

Twenty-four associations with 10,800 members were engaged in marketing forage crops and forage crop seeds during the 1935-36 season. These were located in 13 States - five, in California; three, in Idaho; and three, in Kentucky. The estimated business for the forage crop group was \$2,100,000.

### Tobacco

Tobacco was handled by 14 associations located in Pennsylvania, Maryland, Virginia, Tennessee, Ohio, Kentucky, and Wisconsin. These associations reported 60,000 members. The business for the 1935-36 marketing season was estimated at \$11,500,000.

### Miscellaneous

In addition to the several groups handling special products, there are 336 associations with 82,800 members which handle various products. The 1935-36 estimated business for the group was \$27,300,000.

### FARMERS' PURCHASING ASSOCIATIONS

More than 2,000 cooperative associations engaged in the purchase of farm supplies were credited with an estimated membership of 950,000 at the close of the 1935-36 marketing season. The business transactions of these organizations, including both wholesale and retail enterprises, was estimated at \$254,000,000, of which amount \$247,000,000 represented the sale of farm supplies, and \$7,000,000 sale of farm products (table 8).

The relative importance of the leading States as regards number of active purchasing associations was as follows: Minnesota, 211 associations; Wisconsin, 181; New York, 160; Nebraska, 146; Iowa, 143; Missouri, 131, Illinois, 94; Indiana, 76.

When arranged according to number of members, the leading States rank as follows: Minnesota, 100,000 members; Indiana, 83,000; Illinois, 80,000; Iowa, 75,000; Wisconsin, 70,000; Nebraska, 60,000; Ohio, 50,000; New York, 44,000.

If amount of business reported be the criterion for arraying the States, they would appear in the following order: New York, \$42,000,000; Minnesota, \$20,020,000; Missouri, \$16,400,000; Wisconsin, \$15,800,000; Illinois, \$15,220,000; Indiana, \$12,930,000; Iowa, \$10,820,000.

There is more to the cooperative purchasing story than is revealed by the above figures. Reports from 2,360 associations engaged primarily in the marketing of farm products indicate that these organizations handled purchases of supplies for members valued at \$68,431,000 during the last marketing season. The number of associations in the larger commodity groups which performed purchasing services and the value of supplies handled were: Grain, 1,096 associations, \$29,187,000; dairy products, 757 associations, \$7,927,000; fruits and vegetables, 335 associations, \$13,022,000; livestock, 57 associations, \$1,351,000.

Adding the \$68,431,000 worth of purchasing business reported by the marketing associations to the \$247,000,000 purchasing business reported by the purchasing associations, we have a grand total of \$315,000,000 for the 1935-36 season.

## APPENDIX

TABLE 1. - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS, ESTIMATED MEMBERSHIP AND ESTIMATED BUSINESS <sup>1/</sup>, WITH PERCENTAGES FOR GEOGRAPHIC DIVISIONS, LEADING STATES, AND SPECIFIED GROUPS, 1933 - 36 MARKETING SEASON

GEOGRAPHIC DIVISION, STATE, GROUP	ASSOCIATIONS LISTED <sup>2/</sup>		ESTIMATED MEMBERSHIP <sup>2/</sup>		ESTIMATED BUSINESS <sup>3/</sup>	
	Number	Percent	Number	Percent	Thousand dollars	Percent
GEOGRAPHIC DIVISION:						
West North Central	1,599	13.8	1,287,190	35.2	499,610	27.2
East North Central	2,670	25.4	1,080,620	29.5	462,220	25.1
Pacific	829	7.9	197,460	5.4	278,970	15.2
Middle Atlantic	481	4.6	204,660	5.6	192,610	10.5
West South Central	636	6.0	226,740	6.2	106,810	5.8
Mountain	160	4.4	142,500	3.9	88,160	4.8
East South Central	250	2.4	240,370	6.6	63,220	3.4
South Atlantic	395	3.8	162,180	4.4	75,990	4.1
New England	180	1.7	118,280	3.2	73,380	3.9
Total	10,500	100.0	3,660,000	100.0	1,840,000	100.0
STATE:						
Minnesota	1,401	13.3	380,600	10.4	149,050	8.1
Illinois	706	6.7	331,540	9.2	162,100	8.8
Iowa	954	9.1	289,130	7.9	117,640	6.4
Wisconsin	1,086	10.3	217,050	5.9	94,150	5.1
California	448	4.3	79,830	2.2	196,130	10.7
New York	272	2.6	128,540	3.5	142,280	7.7
Missouri	435	4.1	191,500	5.2	80,530	4.4
Ohio	322	3.1	205,340	5.6	81,550	4.6
Nebraska	532	5.1	160,320	4.4	60,900	3.3
Indiana	251	2.4	195,190	5.3	57,450	3.1
Michigan	302	2.9	128,000	3.5	63,970	3.5
North Dakota	342	5.2	95,330	2.6	29,460	1.6
Others	3,246	30.9	1,254,130	34.3	601,490	32.7
Total	10,500	100.0	3,660,000	100.0	1,840,000	100.0
MARKETING:						
Dairy	2,270	21.6	720,000	19.7	520,000	28.3
Grain (also dry beans, rice)	3,010	28.7	610,000	16.7	360,000	19.6
Livestock	1,040	9.9	600,000	16.4	250,000	13.6
Fruits and vegetables	1,063	10.1	166,000	4.5	212,000	11.5
Cotton and products	311	3.0	300,000	8.2	110,000	6.0
Poultry and products	154	1.5	93,000	2.5	69,000	3.7
Wool and mohair	114	1.1	51,400	1.4	11,000	0.6
Tobacco	14	0.1	60,000	1.6	11,500	0.6
Nuts	52	0.5	16,000	0.4	13,100	0.7
Miscellaneous <sup>5/</sup>	360	3.4	93,600	2.6	29,400	1.6
Total marketing	8,398	79.9	2,710,000	74.0	1,586,000	86.2
Purchasing	2,112	20.1	950,000	26.0	254,000	13.8
Total marketing and purchasing	10,500	100.0	3,660,000	100.0	1,840,000	100.0

<sup>1/</sup> Estimated membership and estimated business for each association is credited to the state in which the association has its headquarters.

<sup>2/</sup> Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, but not including subsidiaries, nor associations only renting property.

<sup>3/</sup> Includes members, contract-members, shareholders, shippers, consignors, and patrons.

<sup>4/</sup> Some associations engaged primarily in marketing also engage in purchasing and some associations engaged primarily in purchasing engage in marketing. The purchasing business handled by the marketing associations amounted to \$66,000,000 and the marketing business done by the purchasing associations amounted to \$7,000,000. The final figures after making proper adjustments are marketing \$1,525,000,000; purchasing \$315,000,000; total \$1,840,000,000.

<sup>5/</sup> Includes cooperative service organizations serving marketing and purchasing associations, such as cooperative auditing, management and trucking associations.

TABLE 2. - FARMERS' ASSOCIATIONS <sup>1/</sup> MARKETING DAIRY PRODUCTS, ESTIMATED MEMBERSHIP AND ESTIMATED BUSINESS, WITH PERCENTAGE OF TOTALS FOR GEOGRAPHIC DIVISIONS AND LEADING STATES, 1935-36 MARKETING SEASON

GEOGRAPHIC DIVISION AND STATE	ASSOCIATIONS <sup>2/</sup>		ESTIMATED MEMBERSHIP <sup>3/</sup>		ESTIMATED BUSINESS	
	Number	Percent	Members	Percent	Thousand dollars	Percent
GEOGRAPHIC DIVISION: <sup>4/</sup>						
West North Central	1,042	45.9	278,000	38.6	128,430	24.7
East North Central	905	39.9	235,500	32.7	151,360	29.1
Middle Atlantic	71	3.1	81,110	11.3	119,100	22.9
Pacific	95	4.2	44,140	6.1	43,870	8.5
New England	45	2.0	33,440	4.7	41,730	8.0
Mountain	51	2.2	23,280	3.2	12,670	2.4
South Atlantic	28	1.2	7,870	1.1	16,080	3.1
East South Central	18	0.8	8,600	1.2	4,130	0.8
West South Central	15	0.7	8,060	1.1	2,630	0.5
Total	2,270	100.0	720,000	100.0	520,000	100.0
STATE: <sup>4/</sup>						
Minnesota	637	28.1	116,000	16.1	66,500	12.8
Wisconsin	709	31.2	77,000	10.7	60,000	11.5
Iowa	276	12.2	81,000	11.3	37,640	7.2
New York	38	1.7	57,000	7.9	89,800	17.3
Michigan	66	2.9	55,000	7.6	30,000	5.8
Illinois	73	3.2	44,000	6.1	34,100	6.5
Pennsylvania	31	1.4	24,000	3.3	29,000	5.6
Ohio	27	1.2	33,500	4.7	17,510	3.4
Nebraska	46	2.0	33,000	4.6	8,550	1.6
Massachusetts	8	0.3	21,000	2.9	24,900	4.8
Others	359	15.8	178,500	24.8	122,000	23.5
Total	2,270	100.0	720,000	100.0	520,000	100.0

<sup>1/</sup> Estimated membership and estimated business for each association is credited to the State in which the association has its headquarters.

<sup>2/</sup> Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, but not including subsidiaries, nor associations only renting property.

<sup>3/</sup> Includes members, contract-members, shareholders, shippers, consignors, and patrons.

<sup>4/</sup> Listed according to relative importance as determined by adding the percentages for number of associations listed, estimated membership, and estimated business.

TABLE 3. - ASSOCIATIONS MARKETING DAIRY PRODUCTS  
NUMBER LISTED AND ESTIMATED BUSINESS, BY SPECIFIED GROUPS, 1925-1935

YEAR AND STATE	BUTTER-MAKING ASSOCIATIONS		CHEESE-MAKING ASSOCIATIONS		MILK DISTRIBUTING ASSOCIATIONS		MILK BARGAINING ASSOCIATIONS		MISCELLANEOUS ASSOCIATIONS		TOTAL ASSOCIATIONS	
	LISTED	ESTIMATED BUSINESS Thousands of dollars	LISTED	ESTIMATED BUSINESS Thousands of dollars	LISTED	ESTIMATED BUSINESS Thousands of dollars	LISTED	ESTIMATED BUSINESS Thousands of dollars	LISTED	ESTIMATED BUSINESS Thousands of dollars	LISTED	ESTIMATED BUSINESS Thousands of dollars
	Number		Number		Number		Number		Number		Number	
1925	1,400	222,000	600	25,000	140	160,000	40	125,000	17	3,000	2,197	535,000
1926	1,390	230,000	751	32,000	119	135,000	40	192,000	179	11,000	2,379	600,000
1928	1,400	245,000	740	30,000	114	150,000	47	200,000	199	15,000	2,500	640,000
1929	1,385	264,804	717	27,931	111	138,694	50	229,251	195	19,320	2,458	680,000
1930	1,366	219,870	731	21,790	101	142,130	50	227,460	187	28,750	2,435	640,000
1931	1,379	175,290	712	15,680	109	112,090	59	206,160	133	10,480	2,392	520,000
1932	1,357	133,860	645	11,840	108	90,410	68	148,820	115	5,070	2,293	390,000
1933	1,359	139,290	637	14,090	105	81,000	80	131,000	105	14,620	2,286	380,000
1934	1,388	167,050	617	15,900	110	89,930	87	149,000	98	18,120	2,300	440,000
1935	1,401	204,331	594	19,747	119	111,352	83	168,830	73	15,750	2,270	520,000
LEADING STATES, 1935												
New York	7	350	10	380	16	61,300	5	27,770	-	-	38	89,800
Minnesota	602	57,500	25	800	-	-	-	-	10	8,200	637	66,500
Wisconsin	210	31,900	478	12,900	10	3,860	7	10,000	4	1,340	709	60,000
Iowa	266	35,600	1	5	1	35	7	2,000	1	-	276	37,640
Illinois	16	3,100	90	1,000	12	2,400	11	27,530	1	70	73	34,100
Michigan	55	13,000	2	100	4	1,950	3	14,700	2	250	66	30,000
Pennsylvania	10	250	4	90	13	1,050	3	27,500	1	110	31	29,000
Others	235	62,631	44	4,472	63	40,757	17	59,320	51	5,790	440	172,960

Y Including federations, sales agencies, warehouse associations, associations manufacturing ice cream, milk powder, etc.

Z Not including amounts reported by federations, sales agencies, etc.

3 Including associations marketing cream. In subsequent years these were included among the miscellaneous associations.

TABLE 4. - BUTTER AND CHEESE MADE BY FARMERS' ASSOCIATIONS AND PERCENTAGE OF TOTAL PRODUCTION, 1926 - 1935

YEAR	BUTTER <sup>1/</sup>			CHEESE <sup>1/</sup>		
	ASSOCIATIONS MAKING BUTTER	ESTIMATED QUANTITY	PERCENT OF TOTAL PRODUC- TION	ASSO- CIATIONS MAKING CHEESE	ESTIMATED QUANTITY	PERCENT OF TOTAL PRODUCTION
	<i>Number</i>	<i>Thousand Pounds</i>	<i>Percent</i>	<i>Number</i>	<i>Thousand Pounds</i>	<i>Percent</i>
1926	1,480	497,961	34.3	792	139,113	32.5
1927	-	<sup>2/</sup> 500,000	34.4	-	<sup>2/</sup> 125,000	30.7
1928	1,517	520,592	35.0	788	132,955	30.4
1929	1,511	540,688	33.9	758	118,850	24.6
1930	1,464	563,909	35.4	778	129,545	25.3
1931	1,473	599,928	36.0	774	129,671	26.3
1932	1,484	608,569	35.9	756	125,076	25.8
1933	1,486	636,705	36.1	735	120,520	22.2
1934	1,467	605,451	35.7	669	126,352	21.8
1935	1,466	586,489	35.9	675	148,789	24.0

## LEADING STATES 1935

STATE				STATE			
Minnesota	602	182,000	66.8	Wisconsin	502	101,330	28.5
Iowa	286	119,200	54.7	Oregon	25	10,929	65.8
Wisconsin	260	97,000	60.7	Minnesota	34	9,839	87.4
Michigan	55	31,331	40.5	Washington	13	5,192	54.0
California	14	28,420	44.1	Illinois	30	3,776	15.5
Nebraska	40	21,193	27.7	Michigan	10	3,149	28.5
Idaho	8	17,400	61.2	Idaho	4	2,385	27.0
Washington	20	15,167	40.7	New York	10	2,157	4.3
Others	201	74,778	11.3	Others	47	10,032	9.4
Total	1,466	586,489	35.9	Total	675	148,789	24.0

<sup>1/</sup> Estimated quantity including quantities made by associations other than those listed as primarily engaged in the manufacture of the specified product.

<sup>2/</sup> Estimated.

TABLE 5. - FARMERS' ASSOCIATIONS <sup>1/</sup> MARKETING FRUITS AND VEGETABLES,  
ESTIMATED MEMBERSHIP AND ESTIMATED BUSINESS, WITH PERCENTAGE OF TOTALS  
FOR GEOGRAPHIC DIVISIONS AND LEADING STATES, 1935-36 MARKETING SEASON

GEOGRAPHIC DIVISION AND STATE	ASSOCIATIONS <sup>2/</sup>		ESTIMATED MEMBERSHIP <sup>3/</sup>		ESTIMATED BUSINESS	
	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Thousand dollars</i>	<i>Percent</i>
GEOGRAPHIC DIVISION: <sup>4/</sup>						
Pacific	432	40.6	57,200	34.4	132,600	62.5
South Atlantic	155	14.6	18,290	11.0	23,440	11.1
Mountain	76	7.1	30,080	18.1	21,700	10.2
East North Central	97	9.1	15,240	9.2	10,620	5.0
West South Central	91	8.6	12,340	7.4	4,490	2.1
West North Central	75	7.1	10,730	6.5	4,800	2.3
Middle Atlantic	61	5.7	9,230	5.6	7,850	3.7
East South Central	55	5.2	10,800	6.5	2,730	1.3
New England	21	2.0	2,090	1.3	3,770	1.8
Total	1,063	100.0	166,000	100.0	212,000	100.0
STATE: <sup>4/</sup>						
California	330	31.0	37,700	22.7	112,000	52.8
Florida	91	8.6	6,200	3.8	15,600	7.4
Washington	50	4.7	10,000	6.0	11,000	5.2
Oregon	52	4.9	9,500	5.7	9,600	4.5
Colorado	37	3.5	10,000	6.0	10,000	4.7
Michigan	43	4.0	8,450	5.1	5,050	2.4
Utah	14	1.3	12,000	7.3	4,800	2.3
New York	42	3.9	4,680	2.8	3,050	1.4
Texas	32	3.0	4,600	2.8	1,640	0.8
Arkansas	35	3.3	4,000	2.4	500	0.2
Others	337	31.8	58,870	35.4	38,760	18.3
Total	1,063	100.0	166,000	100.0	212,000	100.0

<sup>1/</sup> Estimated membership and estimated business for each association is credited to the State in which the association has its headquarters.

<sup>2/</sup> Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service rendering associations, but not including subsidiaries, nor associations only renting property.

<sup>3/</sup> Includes members, contract-members, shareholders, shippers, consignors, and patrons.

<sup>4/</sup> Listed according to relative importance as determined by adding the percentages for number of associations listed, estimated membership, and estimated business.

TABLE 6. - FARMERS' ASSOCIATIONS MARKETING GRAIN <sup>1/</sup>, ESTIMATED MEMBERSHIP,  
AND ESTIMATED BUSINESS, WITH PERCENTAGE OF TOTALS FOR GEOGRAPHIC DIVISIONS  
AND LEADING STATES, 1935-36 MARKETING SEASON

GEOGRAPHIC DIVISION AND STATE	ASSOCIATIONS <sup>2/</sup>		ESTIMATED MEMBERSHIP <sup>3/</sup>		ESTIMATED BUSINESS	
	Number	Percent	Number	Percent	Thousand dollars	Percent
GEOGRAPHIC DIVISION: <sup>4/</sup>						
West North Central	1,879	62.4	356,000	58.4	184,050	51.1
East North Central	769	25.6	183,000	30.0	111,250	30.9
West South Central	129	4.3	27,400	4.5	28,900	8.0
Mountain	112	3.7	21,400	3.5	16,400	4.6
Pacific	110	3.7	15,500	2.5	17,850	5.0
Middle Atlantic	4	0.1	5,500	0.9	1,000	0.3
South Atlantic	6	0.2	1,160	0.2	550	0.1
East South Central	1	0.0	40	0.0	-	0.0
Total	3,010	100.0	610,000	100.0	360,000	100.0
STATE: <sup>4/</sup>						
Illinois	400	13.3	75,000	12.3	52,000	14.4
Iowa	318	10.5	73,000	12.0	42,000	11.7
Minnesota	280	9.3	61,000	10.0	33,000	9.2
Nebraska	312	10.4	51,000	8.4	33,000	9.2
Kansas	286	9.5	54,000	8.8	29,000	8.1
North Dakota	352	11.7	46,000	7.5	21,000	5.8
Ohio	172	5.7	48,000	7.9	29,000	8.1
South Dakota	217	7.2	40,000	6.5	13,500	3.7
Missouri	114	3.8	31,000	5.1	12,550	3.5
Indiana	93	3.1	26,000	4.3	12,750	3.5
Others	466	15.5	105,000	17.2	82,200	22.8
Total	3,010	100.0	610,000	100.0	360,000	100.0

<sup>1/</sup> Estimated membership and estimated business for each association is credited to the State in which the association has its headquarters.

<sup>2/</sup> Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, but not including subsidiaries, nor associations only renting property.

<sup>3/</sup> Includes members, contract-members, shareholders, shippers, consignors, and patrons.

<sup>4/</sup> Listed according to relative importance as determined by adding the percentages for number of associations listed, estimated membership, and estimated business.

TABLE 7. - FARMERS' ASSOCIATIONS MARKETING LIVESTOCK, ESTIMATED MEMBERSHIP AND ESTIMATED BUSINESS <sup>1/</sup> WITH PERCENTAGE OF TOTALS FOR GEOGRAPHIC DIVISIONS AND LEADING STATES, 1935 - 36 MARKETING SEASON

GEOGRAPHIC DIVISION AND STATE	ASSOCIATIONS <sup>2/</sup>		ESTIMATED MEMBERSHIP <sup>3/</sup>		ESTIMATED BUSINESS	
	Number	Percent	Number	Percent	Thousand dollars	Percent
GEOGRAPHIC DIVISION: <sup>4/</sup>						
West North Central	605	58.2	239,700	39.9	92,900	37.1
East North Central	351	33.7	297,000	49.5	117,400	47.0
Mountain	24	2.3	15,600	2.6	14,680	5.9
South Atlantic	35	3.4	10,700	1.8	3,260	1.3
East South Central	12	1.1	13,500	2.3	4,440	1.8
Middle Atlantic	2	0.2	15,000	2.5	4,000	1.6
West South Central	5	0.5	5,500	0.9	7,100	2.8
Pacific	6	0.6	3,000	0.5	6,220	2.5
Total	1,040	100.0	600,000	100.0	250,000	100.0
STATE: <sup>4/</sup>						
Illinois	110	10.6	125,000	20.8	60,000	24.0
Minnesota	235	22.6	95,000	15.8	28,000	11.2
Iowa	200	19.2	56,000	9.3	26,000	10.4
Missouri	58	5.6	58,000	9.7	25,000	10.0
Wisconsin	127	12.2	42,000	7.0	8,000	3.2
Ohio	32	3.1	56,000	9.3	22,000	8.8
Indiana	39	3.8	55,000	9.2	20,000	8.0
Michigan	43	4.1	19,000	3.2	7,400	3.0
North Dakota	68	6.5	7,500	1.2	700	0.3
Nebraska	13	1.2	11,700	2.0	8,000	3.2
Others	115	11.1	74,800	12.5	44,900	17.9
Total	1,040	100.0	600,000	100.0	250,000	100.0

<sup>1/</sup> Estimated membership and estimated business for each association is credited to the State in which the association has its headquarters.

<sup>2/</sup> Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, but not including subsidiaries, nor associations only renting property.

<sup>3/</sup> Includes members, contract-members, shareholders, shippers, consignors, and patrons.

<sup>4/</sup> Listed according to relative importance as determined by adding the percentages for number of associations listed, estimated membership, and estimated business.

TABLE 8. - FARMERS' PURCHASING ASSOCIATIONS, ESTIMATED MEMBERSHIP.  
AND ESTIMATED BUSINESS <sup>1/</sup>, WITH PERCENTAGE OF TOTALS  
FOR GEOGRAPHIC DIVISIONS AND LEADING STATES, 1935-36 MARKETING SEASON

GEOGRAPHIC DIVISION AND STATE	ASSOCIATIONS <sup>2/</sup>		ESTIMATED MEMBERSHIP <sup>2/</sup>		ESTIMATED BUSINESS	
	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Thousand dollars</i>	<i>Percent</i>
GEOGRAPHIC DIVISION: <sup>4/</sup>						
West North Central	849	40.2	338,000	35.6	67,890	26.7
East North Central	463	21.9	303,000	31.9	61,810	24.3
Middle Atlantic	260	12.3	75,000	7.9	49,850	19.6
New England	91	4.3	75,500	7.9	23,590	9.3
Pacific	106	5.0	28,500	3.0	20,500	8.1
South Atlantic	85	4.0	46,300	4.9	14,350	5.7
West South Central	86	4.1	36,000	3.8	5,880	2.3
Mountain	100	4.8	26,500	2.8	6,470	2.6
East South Central	72	3.4	21,200	2.2	3,660	1.4
Total	2,112	100.0	950,000	100.0	254,000	100.0
STATE: <sup>4/</sup>						
New York	160	7.6	44,000	4.6	42,000	16.5
Minnesota	211	10.0	100,000	10.5	20,020	7.9
Wisconsin	181	8.6	70,000	7.4	15,800	6.2
Iowa	143	6.8	75,000	7.9	10,820	4.3
Illinois	94	4.4	80,000	8.4	15,220	6.0
Indiana	76	3.6	83,000	8.8	13,930	5.5
Missouri	131	6.2	43,000	4.5	16,400	6.5
Nebraska	146	6.9	60,000	6.3	8,670	3.4
Massachusetts	13	0.6	60,000	6.3	16,400	6.4
Ohio	61	2.9	50,000	5.3	10,200	4.0
Others	896	42.4	285,000	30.0	84,540	33.3
Total	2,112	100.0	950,000	100.0	254,000	100.0

<sup>1/</sup> Estimated membership and estimated business for each association is credited to the State in which the association has its headquarters.

<sup>2/</sup> Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, but not including subsidiaries, nor associations only renting property.

<sup>3/</sup> Includes members, contract-members, shareholders, shippers, consignors, and patrons.

<sup>4/</sup> Listed according to relative importance as determined by adding the percentages for number of associations listed, estimated membership, and estimated business.

TABLE 9. FARMERS' MARKETING AND PURCHASING ASSOCIATIONS <sup>1/</sup>, ESTIMATED MEMBERSHIP <sup>2/</sup>, AND ESTIMATED BUSINESS <sup>3/</sup>, BY SPECIFIED GROUPS, GEOGRAPHIC DIVISIONS AND STATES, 1935-36 MARKETING SEASON

GEOGRAPHIC DIVISION AND STATE	COTTON & COTTON PRODUCTS			DAIRY PRODUCTS			FRUITS AND VEGETABLES		
	ASSOCIATIONS LISTED 1936	ESTIMATED MEMBERSHIP	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1936	ESTIMATED MEMBERSHIP	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1936	ESTIMATED MEMBERSHIP	ESTIMATED BUSINESS
	Number	Number	Thousands dollars	Number	Number	Thousands dollars	Number	Number	Thousands dollars
United States	311	300,000	110,000	2,270	720,000	520,000	1,063	166,000	212,000
NEW ENGLAND:				45	33,440	41,730	21	2,090	3,770
Maine				3	200	170	9	350	650
New Hampshire				2	100	240	1	50	90
Vermont				27	8,500	10,270			
Massachusetts				8	21,000	24,900	9	1,530	2,800
Rhode Island				1	1,270	1,530			
Connecticut				4	2,370	4,620	2	160	230
MIDDLE ATLANTIC:				71	81,110	119,100	61	9,230	7,850
New York				38	57,000	89,800	42	4,680	3,050
New Jersey				2	110	300	8	3,300	2,500
Pennsylvania				31	24,000	29,000	11	1,250	2,300
EAST NORTH CENTRAL:				905	235,500	151,360	97	15,240	10,620
Ohio				27	33,500	17,510	14	3,000	2,830
Indiana				30	26,000	9,750	4	450	300
Illinois				73	44,000	34,100	18	940	440
Michigan				66	55,000	30,000	43	8,450	5,050
Wisconsin				709	77,000	60,000	18	2,400	2,000
WEST NORTH CENTRAL:				1,042	278,000	128,430	75	10,730	4,800
Minnesota				637	116,000	66,500	22	4,000	450
Iowa				276	81,000	37,640	5	450	200
Missouri				16	18,000	9,400	11	2,280	750
North Dakota				28	6,000	1,370	4	400	170
South Dakota				30	15,000	3,250	2	580	500
Nebraska				46	33,000	8,550	6	2,750	2,500
Kansas				9	9,000	1,720	5	270	230
SOUTH ATLANTIC:	15	43,500	10,460	28	7,870	16,080	155	18,290	23,440
Delaware							1		
Maryland				3	3,660	5,700	6	1,000	1,700
District of Columbia				1	1,140	5,290			
Virginia				8	1,640	1,620	20	4,000	2,240
West Virginia				2	60	170	4	100	330
North Carolina	7	11,500	1,930	6	230	770	7	560	70
South Carolina	2	12,000	2,810				10	1,430	1,800
Georgia	6	20,000	5,720	5	1,090	980	16	5,000	1,700
Florida				3	50	1,550	91	6,200	15,600
EAST SOUTH CENTRAL:	15	124,000	39,680	18	8,600	4,130	55	10,800	2,730
Kentucky				2	3,000	2,130	12	5,500	1,420
Tennessee	1	56,000	12,620	13	5,000	1,700	21	2,800	360
Alabama	6	7,000	2,480				13	1,500	400
Mississippi	8	61,000	24,580	3	600	300	9	1,000	550
WEST SOUTH CENTRAL:	274	130,200	56,020	15	8,060	2,630	91	12,340	4,490
Arkansas	2	200					35	4,000	500
Louisiana	4	25,000	10,000	1	60	70	21	3,400	2,300
Oklahoma	98	35,000	14,250	10	5,500	1,640	3	340	50
Texas	170	70,000	31,770	4	2,500	920	32	4,600	1,640
MOUNTAIN:	5	900	810	51	23,280	12,670	76	30,080	21,700
Montana				9	1,130	720	5	3,000	4,000
Idaho				11	16,000	9,000	11	4,000	1,900
Wyoming				8	940	600	2	300	200
Colorado				12	1,500	630	37	10,000	10,000
New Mexico	4	700	700	1	20	90	3	180	100
Arizona	1	200	110	1			4	600	700
Utah				9	3,690	1,630	14	12,000	4,800
Nevada									
PACIFIC:	2	1,400	3,030	95	41,140	43,870	432	57,200	132,600
Washington				27	25,000	12,730	50	10,000	11,000
Oregon				40	11,000	7,210	52	9,500	9,600
California	2	1,400	3,030	28	8,140	23,930	330	37,700	112,000

<sup>1/</sup> Includes independent local associations, federations, large-scale centralized associations, sales agencies and independent service-rendering associations but not subsidiaries nor associations only renting property.

<sup>2/</sup> Includes members, contract-members, shareholders, shippers, consignors and patrons.

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

TABLE 9. - (Continued)

GEOGRAPHIC DIVISION AND STATE	GRAIN <sup>1/</sup>			LIVESTOCK			NUTS		
	ASSOCIATIONS LISTED 1936	ESTIMATED MEMBERSHIP	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1936	ESTIMATED MEMBERSHIP	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1936	ESTIMATED MEMBERSHIP	ESTIMATED BUSINESS
	<i>Number</i>	<i>Number</i>	<i>Thousand dollars</i>	<i>Number</i>	<i>Number</i>	<i>Thousand dollars</i>	<i>Number</i>	<i>Number</i>	<i>Thousand dollars</i>
United States	3,010	610,000	360,000	1,040	600,000	250,000	52	16,000	13,100
NEW ENGLAND:									
Maine									
New Hampshire									
Vermont									
Massachusetts									
Rhode Island									
Connecticut									
MIDDLE ATLANTIC:	4	5,500	1,000	2	15,000	4,000			
New York	3	3,000	500	2	15,000	4,000			
New Jersey									
Pennsylvania	1	2,500	500						
EAST NORTH CENTRAL:	769	133,000	111,250	351	297,000	117,400			
Ohio	172	48,000	29,000	32	56,000	22,000			
Indiana	33	26,000	12,750	39	55,000	20,000			
Illinois	400	75,000	52,000	110	125,000	60,000			
Michigan	71	21,000	12,500	43	19,000	7,400			
Wisconsin	33	13,000	5,000	127	42,000	8,000			
WEST NORTH CENTRAL:	1,879	356,000	184,050	605	239,700	92,900			
Minnesota	280	61,000	33,000	235	95,000	28,000			
Iowa	318	73,000	42,000	200	56,000	26,000			
Missouri	114	31,000	12,550	58	58,000	25,000			
North Dakota	352	46,000	21,000	68	7,500	700			
South Dakota	217	40,000	13,500	22	6,000	3,200			
Nebraska	312	51,000	33,000	13	11,700	8,000			
Kansas	286	54,000	29,000	9	5,500	2,000			
SOUTH ATLANTIC:	6	1,160	550	35	10,700	3,260	10	2,830	710
Delaware									
Maryland	4	1,000	500	1	4,500	2,300			
District of Columbia									
Virginia	2	160	50	10	2,000	300	2	1,560	170
West Virginia				19	3,500	450			
North Carolina				1	100	20			
South Carolina									
Georgia				2	400	20	8	1,270	540
Florida				2	200	170			
EAST SOUTH CENTRAL:	1	40		12	13,500	4,440	1	500	30
Kentucky				3	7,100	2,700			
Tennessee	1	40		3	3,400	940			
Alabama				6	3,000	800	1	500	30
Mississippi									
WEST SOUTH CENTRAL:	129	27,100	28,900	5	5,500	7,100	4	40	20
Arkansas	2	400	1,600	2	300	50			
Louisiana	2	1,000	7,500				1		
Oklahoma	84	19,000	12,000	1	4,000	3,380	1		
Texas	41	7,000	7,800	2	1,200	3,670	2	40	20
MOUNTAIN:	112	21,400	16,400	24	15,600	14,680			
Montana	52	8,600	8,200	11	2,000	700			
Idaho	23	5,000	4,700	5	2,000	600			
Wyoming	6	1,800	600	1	200	40			
Colorado	25	4,600	1,500	5	10,000	9,960			
New Mexico	4	400	50						
Arizona									
Utah	2	1,000	1,350	2	1,400	3,380			
Nevada									
PACIFIC:	110	15,500	17,850	6	3,000	6,220	37	12,630	12,340
Washington	62	10,000	12,000						
Oregon	24	3,000	500	3	2,000	720	8	1,630	690
California	24	2,500	5,350	3	1,000	5,500	29	11,000	11,650

<sup>1/</sup> Including dry beans and rice.

TABLE 9. - (Continued)

GEOGRAPHIC DIVISION AND STATE	POULTRY & POULTRY PRODUCTS			TOBACCO			WOOL & MOHAIR		
	ASSOCIATIONS LISTED 1936	ESTIMATED MEMBERSHIP	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1936	ESTIMATED MEMBERSHIP	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1936	ESTIMATED MEMBERSHIP	ESTIMATED BUSINESS
United States	Number 154	Number 93,000	Thousand dollars 69,000	Number 14	Number 60,000	Thousand dollars 11,500	Number 114	Number 51,400	Thousand dollars 11,000
NEW ENGLAND:	9	3,890	2,790				3	1,910	110
Maine	1	50	20				1	400	20
New Hampshire	1	560	280						
Vermont									
Massachusetts	3	1,400	970				2	1,510	90
Rhode Island									
Connecticut	4	1,880	1,320						
MIDDLE ATLANTIC:	25	10,670	8,890	2	90	40	31	3,800	200
New York	10	3,000	2,000				6	260	30
New Jersey	9	5,300	3,200						
Pennsylvania	6	2,370	1,690	2	90	40	25	3,540	170
EAST NORTH CENTRAL:	11	2,990	950	5	11,710	3,160	6	10,800	1,100
Ohio	5	1,130	610	3	3,910	900	1	6,000	800
Indiana	3	1,440	160				2	2,300	110
Illinois	2	320	60						
Michigan							1	550	60
Wisconsin	1	100	120	2	7,800	2,260	2	1,950	130
WEST NORTH CENTRAL:	27	18,030	8,610				13	18,240	2,320
Minnesota	3	550	550				4	3,100	220
Iowa	3	580	210				3	2,800	200
Missouri	16	9,200	7,490				3	8,640	730
North Dakota	2	7,000	240				2	2,200	270
South Dakota	1						1	1,500	900
Nebraska	2	700	120						
Kansas									
SOUTH ATLANTIC:	13	1,080	530	4	14,600	3,540	8	4,950	210
Delaware									
Maryland				1	6,000	2,500	1	100	10
District of Columbia	1	10	10						
Virginia	2	190	240	2	8,300	1,040	5	1,850	100
West Virginia	1	20					2	3,000	100
North Carolina	8	850	280	1	300				
South Carolina									
Georgia	1	10							
Florida									
EAST SOUTH CENTRAL:	6	3,060	210	3	33,600	4,760	14	4,950	290
Kentucky	1	160	10	2	15,600	940	6	1,840	170
Tennessee	1	1,500	140	1	18,000	3,820	6	3,000	100
Alabama	4	1,400	60				2	110	20
Mississippi									
WEST SOUTH CENTRAL:	6	4,860	320				9	1,260	370
Arkansas							1		
Louisiana							2	750	220
Oklahoma	1	60							
Texas	5	1,800	320				6	510	150
MOUNTAIN:	41	16,970	9,030				27	3,890	4,630
Montana	18	2,360	250				9	1,200	860
Idaho	2	1,250	910				6	1,100	760
Wyoming	4	570	130				4	240	460
Colorado	9	6,300	640				3	710	890
New Mexico							2	200	320
Arizona	1	60	20				1	60	140
Utah	2	6,000	6,800				1	330	1,100
Nevada	5	430	280				1	50	100
PACIFIC:	16	31,450	39,670				3	1,600	1,770
Washington	4	19,700	16,640				1	50	180
Oregon	5	2,250	2,700				1	1,480	1,400
California	7	9,500	20,330				1	70	190

TABLE 9. - (Continued)

GEOGRAPHIC DIVISION AND STATE	MISCELLANEOUS SELLING			PURCHASING			TOTAL		
	ASSOCIATIONS LISTED 1936	ESTIMATED MEMBERSHIP	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1936	ESTIMATED MEMBERSHIP	ESTIMATED BUSINESS	ASSOCIATIONS LISTED 1936	ESTIMATED MEMBERSHIP	ESTIMATED BUSINESS
	<i>Number</i>	<i>Number</i>	<i>Thousand dollars</i>	<i>Number</i>	<i>Number</i>	<i>Thousand dollars</i>	<i>Number</i>	<i>Number</i>	<i>Thousand dollars</i>
United States	360	93,600	29,400	2,112	950,000	254,000	10,500	3,660,000	1,810,000
NEW ENGLAND:	11	1,450	390	91	75,500	23,590	180	118,280	72,380
Maine	1	120	100	26	7,000	2,440	41	8,120	3,400
New Hampshire	2	300	10	6	3,000	1,670	12	4,010	2,290
Vermont	2	400	120	3	1,000	410	32	9,900	10,800
Massachusetts	3	100	20	13	60,000	16,400	38	85,540	45,180
Rhode Island	1	130	20				2	1,400	1,550
Connecticut	2	400	120	43	4,500	2,670	55	9,310	9,160
MIDDLE ATLANTIC:	25	4,260	3,710	260	75,000	49,850	481	204,660	192,640
New York	11	1,600	900	160	44,000	42,000	272	128,540	142,280
New Jersey	8	2,000	2,300	25	11,000	3,920	52	21,710	12,220
Pennsylvania	6	660	510	75	20,000	3,930	157	54,410	38,140
EAST NORTH CENTRAL:	63	21,380	4,570	463	303,000	61,810	2,670	1,080,620	462,220
Ohio	7	4,300	700	61	50,000	10,200	322	205,840	81,550
Indiana	7	1,000	450	76	83,000	13,930	254	195,190	57,450
Illinois	9	9,280	280	94	80,000	15,220	706	334,540	162,100
Michigan	27	4,000	2,300	51	20,000	6,660	302	128,000	63,970
Wisconsin	13	2,800	840	181	70,000	15,800	1,086	217,050	94,150
WEST NORTH CENTRAL:	109	28,490	10,610	849	338,000	67,890	4,599	1,287,190	499,610
Minnesota	9	950	310	211	100,000	20,020	1,401	380,600	149,050
Iowa	6	300	570	143	75,000	10,820	954	289,130	117,640
Missouri	66	21,380	8,210	131	43,000	16,400	435	191,500	80,530
North Dakota	7	1,230	140	79	25,000	5,570	542	95,330	29,460
South Dakota	4	1,860	620	43	15,000	2,760	320	79,940	24,730
Nebraska	7	1,170	60	146	60,000	8,670	532	160,320	60,900
Kansas	10	1,600	700	96	20,000	3,650	415	90,370	37,300
SOUTH ATLANTIC:	36	10,900	2,860	85	46,300	14,350	395	162,180	75,990
Delaware							1		
Maryland	6	400	30	16	5,000	1,730	38	21,660	14,470
District of Columbia							2	1,150	5,300
Virginia	5	400	30	35	20,000	9,760	91	40,100	15,550
West Virginia				8	7,000	400	36	13,680	1,450
North Carolina	15	9,000	2,600	15	10,000	1,740	60	32,540	7,410
South Carolina							12	13,430	4,610
Georgia	6	850	90	5	4,000	400	49	32,620	9,450
Florida	4	250	110	6	300	320	106	7,000	17,750
EAST SOUTH CENTRAL:	53	20,120	3,290	72	21,200	3,660	250	240,370	63,220
Kentucky	3	1,270	220	7	2,500	210	36	36,970	7,800
Tennessee	8	850	120	15	7,700	300	70	98,290	20,100
Alabama	18	12,200	1,150	37	8,000	2,120	87	33,710	7,060
Mississippi	24	5,800	1,800	13	3,000	1,030	57	71,400	28,260
WEST SOUTH CENTRAL:	17	1,080	1,080	86	36,000	5,880	636	226,740	106,810
Arkansas	2	100	100	8	1,000	70	52	6,000	2,320
Louisiana	3	120	550	1	9,000	420	35	39,330	21,060
Oklahoma	3	200	60	23	10,000	1,690	221	74,100	33,070
Texas	9	660	370	54	16,000	3,700	325	107,310	50,360
MOUNTAIN:	21	3,880	1,770	100	26,500	6,470	460	142,560	88,160
Montana	8	690	780	49	10,000	2,230	161	28,980	17,740
Idaho	4	600	300	12	5,000	1,590	74	31,950	19,760
Wyoming	1	1,300	320	7	2,000	450	33	7,350	2,800
Colorado	5	400	100	20	8,000	1,360	116	41,510	25,080
New Mexico	1	150		5	1,000	700	20	2,650	1,960
Arizona	3	120	220	2	200	50	13	1,240	1,240
Utah	2	620	50	3	200	70	35	25,240	19,180
Nevada				2	100	20	8	580	400
PACIFIC:	22	2,010	1,120	106	28,500	20,500	829	197,460	278,970
Washington	5	150	10	65	13,000	5,370	214	77,900	57,930
Oregon	7	370	120	27	8,500	1,670	167	39,730	24,610
California	10	1,520	990	14	7,000	13,460	418	79,830	196,430



