

MARKETING ATTITUDES OF LARGE-SCALE WHEAT
PRODUCERS IN KANSAS

by

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INTRODUCTION

Problem

In this problem an attempt has been made to determine: (a) the extent to which the large scale wheat producers in 26 counties tributary to Salina and Dodge City, Kansas, are associated with present types of cooperative marketing agencies; (b) to obtain expressions from these wheat growers as to the type of marketing organization they think would be most beneficial to farmers in their communities; (c) to assemble suggestions as to how cooperative marketing agencies could be of greater service to wheat producers; (d) to ascertain the relationship between the storage facilities owned by cooperatives and the extent to which large scale wheat producers are members of the associations.

Purpose

The purpose of this study was to obtain information which may be of value to cooperative marketing agencies in their problem of securing the patronage of the larger wheat producers, and to any other organizations, groups, or individuals who may be interested in the attitude of Kansas farmers toward cooperative marketing or in the quantity and location of grain storage owned by cooperatives in the areas

included in this study.

Method of Procedure

The method of procedure followed was to secure lists of cooperators for this study, to obtain by questionnaire method their viewpoints on cooperative marketing and to ascertain the relationship between storage facilities of cooperatives and membership of large scale wheat producers. The procedure may be outlined as follows:

1. In securing cooperators for this study, lists of large scale wheat producers were secured from the township assessors rolls for 1929 of the 26 counties studied. These lists were sent to county agents or others for correction. Lists of the cooperative elevators in the counties were obtained from a study made by R. M. Green and George E. Hendrix, Department of Agricultural Economics, Kansas State College, in 1930.

2. The viewpoints of these wheat growers on cooperative marketing were obtained by a questionnaire in which four questions were asked. Letters were also written to four regional cooperatives (the Farmers Union, Kansas City, Mo.; the Equity Union Grain Company, Kansas City, Mo.; the Kansas Cooperative Wheat Marketing Association, Kansas City, Mo.; and the Farmers Cooperative Grain Dealers Association,

Hutchinson, Kansas) and to C. A. Ward, president of the Kansas Division of the Farmers Union, asking what difficulties, if any, they have had in interesting or securing the cooperation of the larger wheat producers in their marketing system or program.

3. The location, quantity, and percentage of the grain storage facilities owned by cooperatives in each county were determined and then compared with the extent to which large scale producers were members of cooperatives in the two areas. Comparisons were also made of certain counties within the areas studied.

Areas Included in This Study

The selection of the areas tributary to Salina and to Dodge City was made for the following reasons: (1) both cities may be classed as sub-terminals in the production area. Elevator storage is now being constructed at many such points in Kansas where grain may be assembled during the harvest season to partially relieve the congestion at the terminal markets during the heaviest marketing months; (2) practically all of the wheat that moves to market from the 13 counties included in each of these areas must pass through these cities due to railroad lines leading to them. (See figure 1.) This makes it easy to estimate the volume

of grain that will come to these centers as soon as the size of the crop is known. All that is marketed from these counties is, therefore, potential volume for cooperatives; (3) these areas include many large scale producers whose business would add materially to the volume handled by cooperatives if it could be secured; (4) a study has already been made by R. M. Green of the Department of Agricultural Economics, which was based upon these two areas as possible locations for subterminal elevators.^{/1} Should further studies be made of membership, of cooperative elevators, of potential volume of business, or of the advisability of organizing new associations or the construction of additional storage space, this study will add information of practical value to the regional studies already made; (5) the two areas studied are important feeders for the Kansas City market. Practically all of the railroads serving Kansas farmers lead to Kansas City. It is an established terminal market from which wheat can go to mills or to export. It would thus seem logical and practical, that one large regional cooperative marketing agency (possibly a union of the four now functioning) located at Kansas City should re-

1. Wheat Storage Facilities in Kansas by R. M. Green and George E. Hendrix, a preliminary report to the Federal Farm Board, January, 1931.

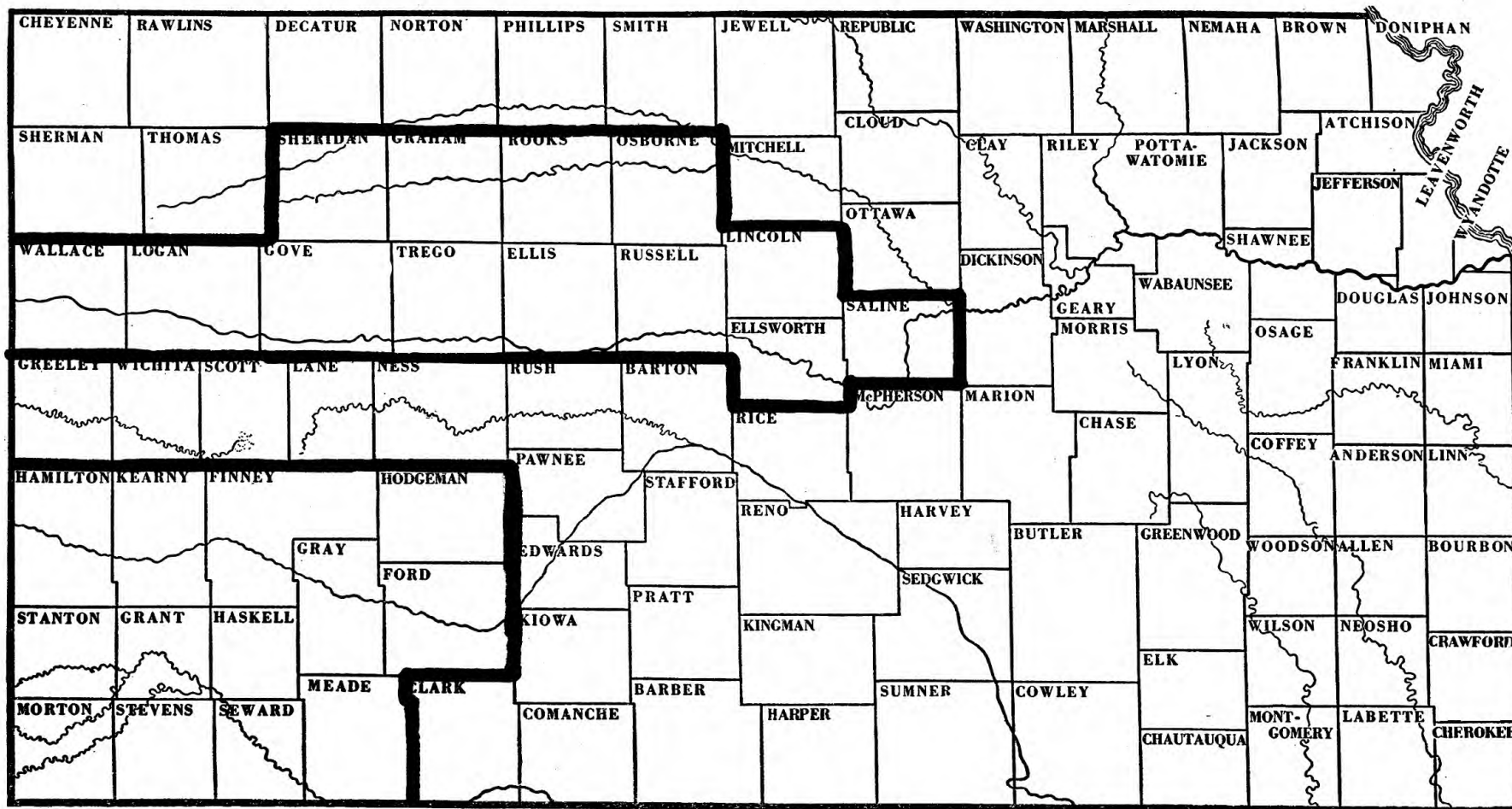


Figure 1. Areas included in this study.

eive and handle the wheat from all the cooperatives in Kansas. Sub-terminals or assembling points at Salina, Hutchinson, and Wichita with storage facilities at Dodge City and Great Bend would be of value in preventing summer congestion at the terminal; as storage space for special quality wheat, or for use by local elevators whose members wish storage service.

REVIEW OF PREVIOUS STUDIES

I. W. W. Fetrow in "The Farmer's Part in Cooperative Marketing" (Bulletin 174, Oklahoma Agricultural Experiment Station) reports on a study, by personal interviews, of farmers in three sections of Oklahoma. The study was made in 1925-1926. Farmers who were members of the Oklahoma Cotton Growers Association and others who were not members were interviewed. The data secured are presented in narrative and tabular form and show the replies to questions asked of two groups -- owners and renters. The farmers were asked concerning their reading of cooperative literature, their attitude toward the continuance of the Cotton Growers Association, their relationships with the association, violation of contract, and non-members were asked, "Would you sign if 75 per cent of the growers signed?"

Some conclusions reached were that (1) farmers have a three-fold relationship to their cooperative marketing or-

ganizations; (2) these relationships imply certain duties which they have to these organizations; (3) farmers should study the principles of cooperative marketing; (4) farmers should understand the mutuality and legality of a contract; (5) loyalty, voting, keeping informed from reliable sources, and producing the quality and quantity of products that the association can sell best are other responsibilities of each member; (6) most farmers believe in cooperative marketing, but many are not willing to do their part.

II. Economic Conditions of Farmers in Oklahoma as Related to Membership in the Oklahoma Cotton Growers Association, Oklahoma Experiment Station bulletin 186, by W. W. Fetrow.

The subjects considered in this bulletin are tenancy, stability of farmers, size of business, and source of income. The data were secured in 1925-1926 by personal interview with 519 farmers in three sections of Oklahoma who were members of the Oklahoma Cotton Growers Association, and with 336 farmers who were not members. Some facts brought out by the study are:

In Oklahoma owners were found to be greater supporters of cooperative selling and buying organizations than were renters.

Members of the association, as a group, were more stable farmers as measured by the average number of years

stay on each farm and the average number of times they changed trading centers.

The net wealth accumulated by members was more than twice as much as that accumulated by non-members.

The farms operated by members were 39 per cent larger on the average than the farms operated by non-members.

Members employed on the average 43 per cent more capital, had more acres in crops, showed 19 per cent greater cash receipts from crops, 55 per cent greater receipts from sale of live stock and live stock products, used more live stock and live stock products in the home and received more of their total cash returns from live stock and live stock products than did non-members.

III. The Marketing Attitudes of Minnesota Farmers", Technical bulletin 45 of the University of Minnesota Agricultural Experiment Station in cooperation with the United States Department of Agriculture, Division of Population and Rural Life, Carle C. Zimmerman and John D. Black.

From 30 to 50 farmers were interviewed in each of nine communities selected for this study, a total of 345 being interviewed. This bulletin summarizes the attitudes of these farmers concerning cooperative marketing, cooperative business practices, marketing institutions, the Farm Bureau, the Non-Partisan League, and some current political and economic questions. Some conclusions from the study were:

1. The majority of the farmers were favorable to cooperation of all kinds and these attitudes correlate positively with their experience.

2. Definite attitudes on the best practices in cooperative business organizations appear to be developing from experience. Proper principles of social organization and membership relations are also developing.

3. The Non-Partisan League, economic and political, as an organization is extinct, while the Farm Bureau with its fundamental educational work is developing favorable attitudes among farmers. This is similar to the development of attitudes favorable to cooperation.

4. Ideas regarding tariffs and taxation programs are the combined result of political propaganda, rural logic, and the structure of previous experience of farmers.

5. Wherever possible, cooperation should be a growth and not a spasm.

6. Close contact between members and the organization is highly desirable.

7. Voluntary cooperation is more likely to succeed than legal coercion.

8. Education in cooperation is vital to success in the long run.

9. Cooperatives should not be over sold at the time of organizing.

10. The organization must be simple.

IV. Farmers' Experiences and Opinions as Factors Influencing Their Cotton Marketing Methods, Circular 144, January 1931, United States Department of Agriculture, by T. B. Manny.

This study was confined to cotton farmers in six counties in North Carolina and six in Alabama. Manny concludes from the data that: (1) There is a decided contrast between the degree of dissatisfaction expressed by these farmers and the extent to which they are using the services of the organizations. (2) Organizations can do several things to reach potential members. (3) Several suggested changes were offered by the farmers interviewed. The chief of these are the making of more rapid remittances; making larger advances at times of delivery; extension of production credit from sources that will permit or encourage cooperative marketing; giving more facts about market conditions; use of optional delivery contracts for tenants and the use of local receiving agents. (4) No farmer should fail to take advantage of the many sources of adult agricultural education now available to him. (5) Farmers should be accepted into membership only after they have demonstrated clear knowledge of the responsibilities they are to assume in becoming members, and their willingness to cast their lots in with those farmers who have already joined.

V. Membership Relations of Cooperative Associations, Circular 41 of the United States Department of Agriculture, by J. W. Jones, Agricultural Economist, Division of Cooperative Marketing.

From a survey of the areas of four cooperative milk marketing associations in Ohio in 1927 the following conclusions were drawn: (1) More than one-half of the members expected the association to obtain better prices for them, and about one-fourth expected better marketing conditions. (2) More than one-half believed their organizations had accomplished what they expected of them. (3) A sure market was the most frequently mentioned advantage credited to membership. (4) A large proportion of the membership in three of the organizations favored adjusting seasonal production to the demands of the market. (5) Reasons for non-membership in these associations included getting more money outside the association, objection to the expense of maintaining the association, or objection to the restrictions of a contract. (6) About one-half of the non-members admitted that the associations have benefitted them and think they have raised the milk price level and tended to stabilize milk prices. More than two-thirds of them said they would not like to see the associations discontinue. Producers of this class need to have their sense of social obligation aroused to help support the organizations that are benefiting them.

MEMBERSHIP RELATIONS OF LARGE SCALE WHEAT PRODUCERS TO COOPERATIVE MARKETING ORGANIZATIONS

In a study of the attitudes or viewpoints of a number of farmers upon any subject, personal interviews where verbal expressions can be secured may be the most desirable method of obtaining the information sought. It was impossible, however, to cover the 26 counties included in this study and visit each of the 2,600 farmers from whom information was desired, due to limitations of time and available funds. A questionnaire was therefore drawn up and mailed to the large scale wheat producers in each of the counties.

Securing the Mailing List

The mailing list was obtained from the township assessors rolls for 1929. The farms with large wheat acreages in each township were listed and their combined wheat acreage was totaled. A sufficient number of farms was taken in each county to include 30 per cent or more of the wheat acreage of the county in that year. This number was small in some counties in the southwestern district where the wheat farms are large, while more than 200 farms were required in some of the northern counties to include 30 per cent or more of the wheat acreage in the county. The minimum wheat acreage per farm used also varied greatly in the two areas. A table was

made up for each county showing, by township, the number of farmers, total wheat acreage, the number of farmers to be used in this study and their wheat acreage. The table also shows the per cent of the farmers in the county to be used, the per cent of the county wheat acreage grown by them, and the smallest acreage of wheat per farm to be used./2

Comparison of the Two Areas

Summary tables were then made showing the above information by counties for the two areas. From these tables (Tables I and II) the difference in the wheat acreage per farm in the two areas is quite apparent. In the Dodge City area the farms are much larger and a smaller number of farmers control one-third of the wheat acreage than is the case in Saline and counties to the west. In some counties in the Salina area it was necessary to use all the farms with 200 acres of wheat or more to have one-third of the acreage, and in only one county was the smallest acreage used greater than 400 acres. The smallest acreage used in any county in the Dodge City area was 450 acres, (Hamilton county). In all other counties farmers with larger acreages comprised practically one-third of the wheat in the county. In Grant and Stanton counties there was a sufficient number of farms with

Table I. Number and Relative Importance of Large Producers by Counties
(Southwest area)

Counties studied			Farmers used in this study				
Name	Number of farmers	Acreage of wheat in 1929	Number	Per cent of farmers in county	Acres of wheat grown by these men	Per cent of county acreage grown by them	Minimum wheat acreage per farm used (a)
Finney	820	112,497	59	7.1	48,980	43.5	500
Ford	1,225	378,165	204	16.6	132,966	37.3	500
Grant	344	124,144	31	9.0	41,630	33.5	900
Gray	773	255,560	109	14.1	88,311	34.5	600
Hamilton	343	15,081	11	3.2	6,085	40.3	450
Haskell	328	170,008	43	13.1	54,775	32.2	840
Hodgeman	636	191,749	89	13.9	66,315	34.6	520
Kearney	383	35,011	18	4.7	13,375	38.2	500
Meade	801	228,406	99	12.3	75,240	32.9	510
Morton	301	39,985	14	4.7	16,060	40.1	650
Seward	552	149,673	59	10.7	47,835	31.9	625
Stanton	285	65,113	16	5.6	22,690	34.8	900
Stevens	631	137,997	50	7.9	46,965	34.0	640
TOTAL	7,422	1,903,389	802	10.8	661,227	34.7	---

(a) All farms with this wheat acreage or more were used.

Table II. Number and Relative Importance of Large Producers by Counties.
(Northern area)

Counties studied			Farmers used in this study				
Name	Number of farmers	Acreage of wheat in 1929	Number	Per cent of farmers in county	Acres of wheat grown by these men	Per cent of county acreage grown by them	Minimum wheat acreage per farm used (a)
Ellis	1,297	233,853	223	17.1	85,100	36.3	325
Ellsworth	1,074	142,100	148	13.8	48,022	33.8	250
Gove	787	153,781	68	8.6	48,976	31.8	500
Graham	1,287	139,863	139	10.8	46,772	33.4	250
Lincoln	991	94,194	107	10.8	29,524	31.3	200
Logan	504	50,454	30	5.95	19,490	38.6	400
Osborne	1,517	158,912	162	10.6	51,298	32.2	230
Rooks	1,324	166,006	141	10.6	56,818	34.2	270
Russell	1,240	201,186	163	13.1	63,653	31.6	300
Saline	1,641	169,733	222	13.5	63,802	37.5	200
Sheridan	941	178,117	117	12.2	58,460	32.8	360
Trego	919	206,550	152	16.5	70,830	34.2	350
Wallace	381	12,863	10	3.8	5,385	42.0	400
TOTAL	13,903	1,907,612	1,682	12.0	645,130	33.8	---

(a) All farms with this wheat acreage or more were used.

900 acres or more of wheat to comprise more than one-third of the county acreage. It is thus apparent that if the larger farmers in this territory support cooperative organizations, much more volume of grain will be supplied than would be furnished in the Salina area by the membership of an equal number of the larger producers in those counties.

Another significant fact which is evident from these tables is the small number of farmers who grow one-third of the wheat in some of the western counties. In Hamilton county 11 farmers (3.2 per cent of the farmers in the county) had 40.3 per cent of the wheat grown there in 1929. In Morton county 14 farmers (4.7 per cent of the farmers in the county) had 40.1 per cent of the 1929 acreage. In Stanton county 16 farmers (5.6 per cent of the farmers in the county) had 34.8 per cent of the wheat, and in Kearny county 18 farmers (4.7 per cent of those in the county) had 38.2 per cent of the wheat being grown. In Wallace county 42 per cent of the 1929 wheat acreage was grown by 10 men. These were only 3.8 per cent of the farmers in the county.

Comparing the two areas, it was found that 10.8 per cent of the farmers in the Dodge City area and 12 per cent of those in the Salina area grew more than one-third of the wheat in the 26 counties in 1929. These percentages included but 800 farmers in the Dodge City area and nearly 1,700 in the Salina area.

The advantage of having these larger producers as members of a cooperative marketing agency is that with a smaller number of producers a greater proportion of the wheat produced would flow through cooperative channels. If the cooperative plan of marketing Kansas wheat is to be continued, it seems that its development could be hastened by securing the support of the large scale producers. It was with this thought in mind that this study was undertaken.

Correction of Mailing Lists

It was obvious that lists taken from the 1929 township assessors rolls (the latest available) would contain errors in names and addresses and would not be up to date in 1931. The lists were, therefore, sent to county agricultural agents, or others in counties without agents, for correction. These persons were asked also to add the names of other farmers who had large acreages of wheat in 1930 who were not on the list./3 Most of the lists were returned with corrections and as a result of the names added, more questionnaires were sent out than was originally planned. However, only 3.75 per cent of them were returned unclaimed.

3. See copy of letter and list of persons to whom names were sent for correction in Appendix II.

The Questionnaire

To find the extent to which the large scale wheat producers were members of cooperative marketing agencies and to get expressions from them as to their attitudes on cooperative marketing, a questionnaire was sent to the corrected mailing lists. (A copy of the questionnaire follows.) Copies were sent to the larger wheat growers in the 26 counties. Replies were received from 401 farmers. This was a 15.6 per cent reply and the percentage of replies from the different counties does not vary excessively. It was felt that these would be sufficiently representative of the general attitude of the county to warrant analysis. While it was hoped that more replies would be received, the number returned was taken as a representative sample and used as the basis of the following analysis and discussion. Table III shows the number and distribution of questionnaires sent out and of replies received.

Extent of Membership by Areas

Assuming that the replies received are representative of the counties, according to Table III, 72.4 per cent of the large producers in the Dodge City area are members of cooperative marketing organizations and 27.6 per cent are not members. In the Salina area 52.4 per cent are members

KANSAS STATE AGRICULTURAL COLLEGE
MANHATTAN, KANSAS
DEPARTMENT OF AGRICULTURAL ECONOMICS

22

July 11, 1931

Dear Sir:

As a representative wheat grower in your county you are, no doubt, interested in marketing your grain to the best advantage. The Kansas State College is likewise interested in marketing and is particularly desirous of knowing the extent to which cooperative marketing is practiced by farmers in different sections of the state.

A study of cooperative marketing of grain is being made in your county. Your cooperation by answering the following questions will be greatly appreciated. A summary of the information for your county will be sent you if you desire it.

Very truly yours,

JHC:DD

J. H. COOLIDGE

1. Do you belong to a cooperative marketing organization? _____
2. If not a member, do you have any special reason for not being a member? _____

3. If not a member, what type of a marketing agency would you think most beneficial to farmers in your community? _____

4. In what ways do you think cooperative marketing agencies could be of greater service to wheat producers in your county? _____

Table III. Replies to the Questionnaire by counties.

County	Questionnaires sent	Number Unclaimed	Number Received by Farmers	Number Returned	Per Cent Returned	Members Among Those Returned	Non-Members	Per Cent Members	Per Cent non-Members
Finney	147	2	145	21	14.5	13	8	62	38
Ford	205	1	204	42	20.6	38	4	90	10
Grant	45	1	44	7	15.9	1	6	14	86
Gray	98	2	96	17	17.7	16	1	94	6
Hamilton	21	0	21	5	23.8	0	5	-	100
Haskell	61	0	61	16	26.2	13	3	81	19
Hodgeman	90	5	85	12	14.1	10	2	83	17
Kearney	18	0	18	1	5.5	0	1	-	100
Meade	100	6	94	17	18.1	14	3	82	18
Morton	22	0	22	7	31.8	5	2	71	29
Seward	54	2	52	9	17.3	8	1	89	11
Stanton	18	2	16	6	37.5	3	3	50	50
Stevens	49	8	41	10	24.3	2	8	20	80
Area	928	29	899	170	18.9	123	47	72.4	27.6
Ellis	205	16	189	22	16.4	14	8	64	36
Ellsworth	155	2	153	19	12.4	11	8	58	42
Gove	68	1	67	12	17.9	5	7	42	58
Graham	140	12	128	16	12.5	10	6	62.5	37.5
Lincoln	108	3	105	14	13.3	4	10	28.5	61.5
Logan	30	2	28	7	25.0	5	2	71	29
Osborne	164	2	162	25	15.4	16	9	64	36
Rooks	145	3	142	23	16.2	12	11	52	48
Russell	163	1	162	21	13.0	12	9	57	43
Saline	223	21	202	26	12.9	9	17	35	65
Sheridan	179	2	177	26	14.7	14	12	54	46
Trego	150	5	145	19	13.1	8	11	42	58
Wallace	10	1	9	1	11.1	1	0	100	-
Area	1,740	71	1,669	231	13.8	121	110	52.4	47.6
Total	2,668	100 (3.75%)	2,568	401	15.6	244	157	61.0	39.0

and 47.6 per cent are not affiliated. The percentages of the two areas combined are 61 per cent members and 39 per cent non-members. The following table shows the distribution of replies to question number 1, "Are you a members of a cooperative marketing organization?"

Table IV. Distribution of Members by Areas.

Area	Number Replies	Number Members	Number Non-Members	Per Cent of Members	Per Cent of Non-Members
Dodge City	170	123	47	72.4	27.6
Salina	231	121	110	52.4	47.6
Total	401	244	157	61	39

The replies definitely indicate that the large producers in the area from Hodgeman county south and west are affiliated with cooperative marketing agencies to a greater extent than are those with larger acreages of wheat in Saline and counties to the west. This condition may be due to several reasons: (1) The southwest area has been developed much more recently than has the northern area. Thousands of acres of sod have been broken and sown to wheat in this area within the last ten years. Many of the farmers have moved there from the central and eastern part of Kansas. A majority of them are younger and more open minded to new developments than are the older men who dominate in the north and central area. They have taken to cooperative mar-

keting faster, have had confidence in the method, and have adopted it with more determination for success than may have been true of farmers in the northern area. (2) Most of the farmers in the southwest are of different lineage and have grown up under environments quite unlike those still to be found in several of the counties west of Salina. Many of the farmers in the northern area are of immediate foreign extractions and have been slow to adopt customs which commonly prevail in the southwest. They are often termed more "clannish" and might be expected to work together and cooperate more willingly than Kansans who are proud of their individuality and independence and who went west to battle the elements alone, but such a tendency has not resulted in as much support of cooperative marketing. (3) More business-like leaders, business organizations independent of general farm organizations, and successful association of local elevators seem to be more characteristic of cooperative marketing attempts in the southwest area than has been the case in the northern area.

Reasons for Non-Membership

Answers of the 157 non-members to the question 2, "If not a members, do you have any special reason for not being a member?" are tabulated in Table V. (See Table V.)

Table V. Classification of Reasons for Non-Membership

Group	Reasons for non-membership	Per Cent of all replies from the Dodge City area	Per Cent of all replies from the Salina area	Per Cent of all replies from all non- members
1.	No special reason.	40.4	24.5	29.3
2.	"Organizations are of no benefit."			
	"Poor management"			
	"They are not successful"			
	"They are not on sound footing"			
	"Don't think it will work" etc.	21.3	22.7	22.3
3.	"Used to belong, but lost money"	2.1	10.9	8.3
4.	"Have had unsatisfactory relation with wheat pool, or object to its methods."	6.4	10.0	8.9
5.	"Yes" (but no reasons given)	4.3	6.4	5.7
6.	"No local organization here"	10.6	2.7	5.1
7.	"Want to sell as I please"			
	"Want to be independent and free from secret orders"			
	"Every man to his own business"	4.3	5.5	5.1
8.	"Think supply and demand will govern prices"			
	"prefer old channels"	2.1	5.5	4.4
9.	"Most farmers are tenants and can't afford to belong."		1.8	1.3
10.	"Would just make jobs for more white shirted fellows at farmers' expense."		1.8	1.3
11.	Lack of information respecting cooperatives.	2.1	.9	1.3
12.	Cooperate with old line elevators rather than with farmers.	2.1	.9	1.3
	Replies with no answer to this question.	4.3	6.4	5.7

Several interesting conclusions may be drawn from these reasons given for not belonging to cooperative marketing organizations:

(1) Nearly one-third (29.3 per cent) of the non-members gave no special reason, which means that perhaps in the case of many, little effort would be necessary to enlist them in a local cooperative organization or else they were reluctant to express their views.

(2) The next group, 22.3 per cent, are just "not sold" on cooperation or are "lost customers". They lack confidence in their own ability to work together and market their own products. Their reasons are probably based on observation of some unsuccessful cooperative, which may have failed for any one of a number of reasons, on their lack of knowledge of the present extent of cooperation in the United States, or on their unbelief in the fidelity of farmers to an organization of their own. It cannot be said that members of this group oppose cooperative marketing. They may, therefore, be added to the group above to make 51.6 per cent, most of whom probably would respond favorably to further education and knowledge of the principles, aims and present accomplishments of producer cooperation and would, to a large extent, accept a reasonably good business proposition of a cooperative nature.

(3) There are 5.1 per cent more who have no opportunity

to be members of a cooperative because there is none in their town or county. There is no reason for believing that many of these would be opposed to cooperating with their fellow producers. (They could have so stated if they had a special objection.) When these are added to the above there are 56.7 per cent who are, at least, not averse to cooperative marketing.

(4) Group 8, no doubt, contains some who also may be open to conviction. By including only half (2.2 per cent) of these, the total is 58.9 per cent who may be called probable cooperative members if the opportunity were duly presented.

(5) The 1.3 per cent in group 9 might also be convinced of the advantages of cooperation if they had access to a good strong organization or were acquainted with the greater returns many farmers are getting for their products and the savings some are making on purchases through cooperative organizations. Adding this group, there are 60.2 per cent of the non-members as possible future members.

(6) Another 1.3 per cent frankly admit lack of information concerning cooperative marketing. These producers show their willingness to learn about cooperation so these may be added, making 61.5 per cent as potential members.

(7) Of the replies received with no answer to this question it is safe to assume that the majority have no

special reason for not being members. It is likely that they are dominated mostly by mere inertia. If the five per cent of these be added, there are 66.5 per cent of the non-members who are not particularly averse to cooperative marketing. This fact should be of interest to all students of co-operation. It means that there are great possibilities of development of cooperative marketing among the larger wheat producers of Kansas if intelligently planned organization work were carried on among them instead of membership solicitation of farmers at random.

(8) The remaining 33 per cent have objections which are more or less definite convictions. In groups 3 and 4 are 17.2 per cent of the total who have had unfortunate experience with some form of cooperative marketing and would probably be won again to the ranks only with difficulty, if at all. The small percentage of non-members in groups 7 and 10 (the "independent" and "suspicious" groups) would only be reached with the greatest difficulty and may never be sold entirely on the advantages of group action. They might, however, be very determined members if they were interested as they are probably the type who hold strong convictions. At least this group does not represent a formidable proportion of large growers if none of them could be reached. This, however, argues against the practicability of trying to build cooperatives on the 100 per cent membership basis.

(9) Further analysis of these replies showed that of the 157 non-members, 47 came from the Dodge City area and 110 from the Salina area. More of the uncertainty and lack of confidence appears to be among farmers in the Salina area. The same is true respecting previous unsatisfactory relations with cooperative agencies. More replies indicating suspicion of organizations and desire to be independent also came from the northern area. Lack of the opportunity to join and lack of information appear to be greater in the southwest area.

Types of Marketing Agencies Preferred

Question 3 was, "What type of marketing agency would you think most beneficial to farmers in your community?"

The purpose in asking this question was to get some idea of the kind of a marketing agency that would be preferred by the larger growers who are not members of present organizations. Table VI shows the percentage distribution of the 157 replies, according to type preferred.

The lack of information and experience along cooperative marketing lines of many of these larger wheat producers is again indicated by their replies to this question. There were 47.8 per cent of the non-members replying who indicated no preference as to the type of marketing agency they would think best for their community. Some of these may have a preference, but they refrained from stating it on this ques-

Table VI. Types of Marketing Agencies Preferred by Non-Members.

Group	Type preferred	Per cent of all replies from the Dodge City area	Per cent of all replies from the Salina area	Per cent of all replies from non-members
1.	One big cooperative or central agency. Locals affiliated with National. Consolidate all farmers elevators. All farmers in a single organization. Other similar answers.	17.0	15.5	15.9
2.	Independent local cooperatives	4.3	0.9	1.9
3.	Governmental or state agency. (majority favoring fixed or guaranteed price)	4.3	13.6	10.8
4.	"Farmers Union"	2.1	4.5	3.9
5.	Wheat Pool or similar organization.	0	1.8	1.3
6.	Any kind that will raise price	4.3	1.8	2.5
7.	None at all	2.1	4.5	3.9
8.	Prefer "Independent Sale", "Regular Grain Dealers", "Old Line", etc.	14.8	16.4	15.9
9.	Don't know	21.3	16.4	17.8
10.	No reference to "type" in answer.	8.5	8.2	8.3
11.	No answer to this question	21.3	16.4	17.8

tionnaire. Of these, 17.8 per cent frankly said "I don't know", "would not know what to suggest", "I have no preference", etc. No reference to type was mentioned by 8.3 per cent and 17.8 per cent gave no answer at all to this question. Three and nine-tenths per cent of them said "none at all". Their idea seemed to be that no cooperative marketing agency was needed. Some suggested organizing the farmer to hold his crop on the farm until needed. Others said, "raise less wheat and feed more".

The majority of those giving a preference as to type were easily placed into three groups. (1) One big cooperative of national size was preferred by 15.9 per cent. (2) An equal number preferred the old system of private grain dealers and independent sale. (3) A governmental or state agency with a fixed or regulated price was suggested by 10.8 per cent. Some of the price suggestions were "at least \$1.00 per bushel;" "set price at \$1.50 a bushel - every bushel the same price, ryemixed or no rye"; "have a domestic price and let the farmer carry the surplus"; "a government system with a set price for so many million bushels needed at home and we give the rest of our wheat to the government for nothing"; "a fixed price and at a profit"; "guaranteed prices from the government"; and others of a similar nature. The other types preferred were "farmers union" by 3.9 per cent; "any kind that will raise the price" by 2.5 per cent; "independent

local cooperatives" by 1.9 per cent and the wheat pool or similar organizations by 1.3 per cent of all non-members replying.

In the Dodge City area "one big cooperative" was favored by a greater percentage (17.0 per cent) of the non-members than was any other type. "Regular grain dealers", "independent buyers", "the board of trade", etc. ranked second with 14.8 per cent of the suggestions. Independent locals and "any kind that will raise the price" were each suggested by 4.3 per cent. A governmental or state agency was also favored by 4.3 per cent of the non-members in this area. The Farmers Union and "none at all" were each suggested by only 2.1 per cent. None of this area thought the wheat pool would be the most beneficial to the farmers. Among the non-members in the southwest area who gave a preference as to type, a consolidation of all farmers into one large cooperative or all locals affiliated with a national or central agency seems to be the type most preferred.

In the Salina area the largest percentage (16.4 per cent) of those indicating a preference favored "free trade"; "shipping direct to commission houses"; "old line"; "competition"; "the old way"; "the open market"; etc. Fifteen and five tenths per cent favored one big cooperative and 13.6 per cent favored a governmental or state agency. Four and five-tenths per cent favored the Farmers Union; 1.8 per cent

favoring the wheat pool or some similar organization; another 1.8 per cent said "any kind that will raise the price", and 0.9 per cent thought independent locals were sufficient.

There seemed to be more difference of opinion in this area than in the southwest area with no one type being generally preferred. Sixteen and four-tenths per cent said, "Do not know" and another 16.4 per cent in this area made no answer to this question.

Suggestions for Greater Service By Cooperative Marketing Organizations

Question 4 was, "In what ways do you think cooperative marketing agencies could be of greater service to wheat producers in your county?"

A question such as this should bring out whatever diversity of opinion may exist among the large wheat producers as to the policies that they would like to see cooperative marketing agencies follow in their communities. The purpose in asking the question was two-fold: First, to find out the opinions of these producers as to the efficiency and completeness of the services now being performed by cooperatives and, second, to get an expression of their desires in the way of services that cooperatives should render or policies that they should follow to best satisfy them.

The two outstanding facts developed from the replies to

this question were: (1) That there is a difference of opinion among these larger producers on this subject and (2) there was only one suggested policy that was agreed upon by any significant percentage of the 401 who replied.

One policy was suggested by 19.7 per cent of all replying. This suggestion, made by the largest number, was for a larger marketing agency to include all farmers and their products to be handled by it instead of the several agencies now functioning. The answers of this type, although they varied a little, were placed together in group 1. The group included:

18.6 per cent of the replies from the Dodge City area.

20.5 per cent of the replies from the Salina area.

23.0 per cent of all members who replied.

14.7 per cent of all non-members who replied.

19.7 per cent of all replies received.

Examples of the type of suggestions placed in this group are:

- a. By a larger marketing agency.
- b. By getting more farmers to belong.
- c. By controlling more wheat.
- d. By education of advantages of cooperative marketing.
- e. By increasing the loyalty and confidence of members.

The large number of producers suggesting more cooperation, a larger agency, and the need for increased education,

loyalty and confidence among members is significant. It indicates that a good many members, and non-members alike, are becoming convinced that unified action should be their policy; that producers do need a marketing agency of their own; that a central agency should handle all the wheat; and that they can do it with advantage to the producer. It is to be expected that this group would contain more of the members than of the non-members. It contains, however, 14.7 per cent of the non-members which is the largest percentage of non-members falling in any group. This indicates that more of the non-members also would like to see a greater degree of cooperation than any other service or policy. If such is the case, it is further evidence of the statement made in the discussion of question 3 that even non-members seem to prefer the union of producers into one large cooperative of national size. Many expressed a desire for more consolidation to give the producers an agency for marketing their wheat other than through the board of trade by which they could avoid the "middlemen" and their profits. "One agency instead of half a dozen"; "get at least 75 per cent to belong to a cooperative marketing organization to reduce overhead expenses"; "pool at least 60 per cent of all Kansas wheat"; and "by everyone getting behind the movement" are some of the replies of non-members to this question. There were several suggestions of the need for control of more

wheat, of more education and of more loyalty and confidence in cooperative marketing agencies which were also included in this group as favoring a larger and stronger marketing agency.

The suggestions made by the second largest number were those concerning management of present cooperative elevators. They were grouped together and found to be:

4.1 per cent of the replies from the Dodge City area.

7.9 per cent of the replies from the Salina area.

4.5 per cent of the members who replied.

8.9 per cent of the non-members who replied.

6.2 per cent of all the replies received.

Replies placed in this group suggested better service:

a. By more efficient management.

b. By honest management.

c. By buying on a closer margin.

d. By handling wheat cheaper than the pool did.

This group contained a few members who evidently are not in accord with the present management of their local elevator. Some of the members suggested cutting down overhead expenses by reducing salaries and unnecessary help. Others indicated dissatisfaction with some of the wheat pool's policies and expense in handling wheat, and paying the producer "on the installment plan". Some of the non-members expressed the belief that honesty and efficiency is lacking in present managers. One said "by getting honest men for

managers", another "to have real dirt farmers as officials", and another "by paying salaries to men who know the game from start to finish". One other seemed to think that prices in his county (Grant) were too low. His reply was, "Make the cooperative keener. There is too much spread in the market in this country". Another grower would have cooperatives market "from producer to consumer direct or as near as possible". Seven and nine-tenths per cent of the replies from the Salina area fell in this group, while only 4.1 per cent of the replies from the Dodge City area gave suggestions as to the need for better management.

Likewise, nearly twice as high a percentage of non-members as of members showed dissatisfaction with the management of existing cooperatives and suggested changes. This indicates again the greater degree of harmony and support of cooperatives in the southwest area than in the counties west of Salina. The same is true of members as compared to non-members of the two areas.

Group 3 contains those who favored government control or regulation of price and/or production. The suggestions of this type made up:

- 1.7 per cent of the replies from the Dodge City area.
- 7.9 per cent of the replies from the Salina area.
- 2.1 per cent of the replies from all members.
- 10.2 per cent of the replies from non-members.

5.2 per cent of all the replies received.

These and similar suggestions were included here:

- a. Government control of price and acreage.
- b. Guaranteed price.
- c. A profitable domestic price and dump the rest on world market.
- d. A price to cover expenses plus a fair profit.

The highest percentage of any area or class favoring a fixed or guaranteed price was the 10.2 per cent of all non-members. The 2.1 per cent of the members in this class is in striking contrast. Of equal significance is the 7.9 per cent of all the replies from the Salina area as compared to only 1.7 per cent of all the replies from the Dodge City area. The source of these replies shows the desire of many non-members who are not cooperative minded to have some guarantee of a "reasonable", "fair", "profitable", or "living" price on agricultural products by the government. Some of their replies to this question were: (1) "under government control", (2) "the government set a price and a limited number of acres out of each one hundred acres", (3) "by arranging to pay us a fair price for a number of bushels from each farmer and make him hold the rest", (4) "pay a reasonable price for the wheat consumed in this country, dump balance on world market and take what it brings", (5) "a government system to set a price on so many million bushels

that we need at home and give the rest of our wheat to the government for nothing", (6) "a fixed price and at a profit - not up and down as each morning sun rises", (7) "I believe the government should have adequate storage facilities to take over all wheat that could not be sold for one dollar a bushel", (8) "have the government put a price on wheat - the price not to be below \$1.00 for the next year's crop, and reimburse them for all they are forced to sell for under a dollar now", (9) "if a law could be passed that no man could sell wheat except he can put up the wheat - no future deliveries", (10) "do away with gambling on the farmer's produce", (11) "by organizing to reduce production to our needs and then have some authority to set a fair price".

All the members whose answers are included in this group were from the Salina area, so all of the 1.7 per cent listed from the Dodge City area came from non-members. One member from Saline county believed in a domestic price and not selling our wheat on the basis of the small percentage that is exported; others just favor a guaranteed or established price, or one "enough to pay expenses plus a margin of profit". These are the opinions of a few of the larger producers, but only 5.2 per cent of the replies were placed in this group.

Group 4 contains the replies of those suggesting "enlarging the business" of cooperatives as a way of giving

added service to the wheat producers. This group contains:

7.0 per cent of the replies from the Dodge City area.

3.1 per cent of the replies from the Salina area.

5.7 per cent of all members who replied.

3.2 per cent of the non-members who replied.

4.75 per cent of all the producers who replied.

The replies which were placed in this group suggested:

a. Enlarge the business activities of cooperatives.

b. Cooperative buying and selling.

c. Handle farm machinery and equipment.

d. Put in their own banks.

e. Build flour mills and sell the finished product.

f. Get factories and packing houses in this western country.

g. Handle gasoline, oils, and other fuel.

h. That cooperatives provide, or make available, hail insurance for the wheat producers.

The most of these suggestions came from the Dodge City area and from members. The expansion of the activities of many of the cooperative elevator groups in the southwest has already taken place. Cooperative oil companies in connection with the grain companies have been quite successful in most instances. In some cases a separate company is formed. In others oil is merely added as one of the farm supplies which the organization's charter permits it to handle. Machinery

is one of the largest items of the grain farmer's annual expense. Many farmers believe that local dealers exact a commission or handling charge which is much too high and the suggestion by so many of these producers that the cooperative handle machinery is not surprising. Flour and feedstuffs, salt, coal, etc., are commonly handled by cooperatives in the southwest at this time. However, the suggestions that mills, factories, banks, and hail insurance also be included among the services rendered by such organizations are innovations which, to the writer's knowledge, have not as yet been undertaken with success.

The savings made for the producer in the other lines naturally encourage him to make other and greater attempts to reduce expenses or to make for himself some of the enormous profits he believes the "middlemen" are reaping from the handling and processing of his product after it has passed out of his hands.

The fact that these suggestions came from a larger percentage of the members than of the non-members also indicates that those who have had some experience in cooperative buying or selling are more confident of its value to them and are more desirous of its expansion than are the non-members who may have had even a limited observation of cooperative efforts.

Group 5, the next largest group of replies to this

question, is composed of suggestions that some sort of finance or credit system be established to enable the producers to hold more of their grain off the market during periods of low prices, and similar expressions. This group includes:

3.5 per cent of the replies from the Dodge City area.

5.2 per cent of the replies from the Salina area.

2.9 per cent of all members who replied.

7.0 per cent of all non-members who replied.

4.5 per cent of all the replies received.

A few of the suggestions included were:

- a. To finance at four per cent interest, the farmer who has to sell from the combine.
- b. To finance the farmer to hold his wheat on his farm until the surplus is used and feed the demand as the grain is needed.
- c. To loan the government money that the Farm Board has been playing with to farmers so they can hold their wheat off the market for 90 days.
- d. To lend money to a farmer on his wheat to the full value of present market price at a low rate of interest until he is ready to sell. Let the legislature provide the cooperatives with money for this purpose.
- e. To create a credit system that will really take care of the farmer when he needs credit.

- f. Organization strong enough to carry the little man and enable him and all others to hold their wheat until the market justifies selling.
- g. How can the farmer cooperative if eight out of every ten have to sell their wheat when the bank or machine men tell them what to do?
- h. To develop a cooperative finance corporation to work with the marketing organization.

Although this group comprises only 4.5 per cent of all the replies, it appears to the writer that it contains some very practical suggestions. Some of them show the actual conditions under which many wheat producers are laboring with respect to the necessity of selling immediately after harvest regardless of the price to meet payments on machinery or notes at their banks. If some system of financing this group of producers at a low rate of interest could be worked out by a regional or national cooperative association, it would enable them to avoid selling at the time of the July-August seasonally low prices. They would thus be able to meet their obligations at a much less sacrifice by not having to dispose of their grain until later in the year when higher prices usually prevail. The highest percentage of the replies in this group is from the non-members and the lowest from those who now are members of cooperative organizations. Apparently the non-members feel this burden to a

greater degree than members. A possible explanation of this situation may be that members are better able to store their wheat and borrow on it from existing sources of credit than are non-members who would have difficulty in storing with private or old line elevators. While these percentages are all rather small, they also indicate that this condition possibly exists to a greater extent in the counties in the northern area than in those in the southwestern corner of the state.

One group that is of sufficient size to warrant separate consideration is group 6, the one suggesting that cooperatives build more storage facilities to keep the bulk of the crop from being thrown on the market at harvest time.

Suggestions of this type comprised:

- 4.6 per cent of the replies from the Dodge City area.
- 3.1 per cent of the replies from the Salina area.
- 3.3 per cent of the members who replied.
- 4.5 per cent of the non-members who replied.
- 3.75 per cent of all replies that were received.

The following and similar suggestions were included in this group:

- a. Independent storage elevators.
- b. By furnishing more storage room so farmers would not be forced to sell at the other man's price.
- c. To have more storage so as not to put the wheat on

the market too much at a time.

- d. By all of the cooperatives going together and building their own terminals.
- e. By binning and holding off the market.
- f. By helping us to hold our wheat until we receive a living wage for raising it.

Again the largest percentage of those making this suggestion are from the Dodge City area. This is to be expected, since it is in that area that many of the cooperatives have recently built large storage tanks,⁴ and have been saving many thousands of dollars which used to go to the private storage elevators in Hutchinson and Kansas City for wheat that their members wished to store for later sale. Producers in this area have successful examples of the advantage of more cooperative storage facilities to the members. Storage costs in the production area are less than at terminals.

Some of the non-members suggested more storage for the cooperatives because the elevators were unable to handle their grain without having to wait in line to unload. Otherwise they would prefer to sell to the cooperatives. Others suggested that more storage would enable them to hold back the wheat and not flood the market at harvest time. From

4. See page 67 for storage capacities of cooperatives in the southwestern area.

the writer's observation of the savings effected by local cooperative storage tanks in Gray county, it seems that the policy might well be followed to advantage by other local organizations as well as by regionals. The fact that storage facilities are being purchased or constructed by the Farmers National Grain corporation throughout the production area is indicative of the belief of that organization in the advisability of having more storage facilities.

Suggestions of Minor Importance

Such a diversity of opinion was exhibited by the remainder of the replies that they will be treated collectively. They were divided into groups, but each group contains a small percentage of the replies. Table VII shows the kind of suggestions in each group and their source by area and class in per cent of the total.

Discussion of groups 7 to 17 is hardly necessary, since the suggestions were made by so few of the producers and since some of them would be out of the field or extremely difficult for a cooperative of any size to carry out. Some of the individual plans placed in group 18 will be presented in the following few pages. Group 19 is interesting from the standpoint of the contrast in percentages of the members and non-members who say they are satisfied as it is; also the 6.4 per cent from the Dodge City area and 1.7 per cent from

Table VII. Distribution of Minor Suggestions

Group	Suggestions	Source of all replies in per cent				
		Dodge City Area	Salina Area	Members	Non-Members	Per cent of all replies
7	By paying a better price	1.2	3.5	1.6	3.8	2.5
8	By equalizing costs of farm supplies and prices for farm products. By reducing freight rates.	4.1	1.3	2.9	1.9	2.5
9	By reducing acreage. By feeding more	1.2	3.1	2.9	1.3	2.25
10	By increasing exports. By finding better markets. By direct contact with millers and exporters.	1.7	1.3	1.6	1.3	1.5
11	By eliminating the Board of Trade, grain gamblers and the speculative market.	0.0	2.2	1.2	1.3	1.25
12	By the contract marketing plan. By more orderly marketing.	0.6	0.4	0.8	0.0	0.5
13	By buying from non-members also.	0.0	0.8	0.0	1.3	0.5
14.	Less publicity. Keep yield and storage figures out of the hands of the grain trade.	.6	.4	.8	0.0	0.5
15.	By protein testing facilities & information	.6			.6	.25
16	Coops. Could not help us any way. By ceasing operations.	5.8	5.7	1.6	12.1	5.75
17	By the government staying out of the grain business	1.7	1.3	1.6	1.3	1.5
18	Special plans offered.	2.3	2.2	2.9	1.3	2.25
19	I am satisfied as it is. I think they are doing the best they can. I think ours is doing its best.	6.4	1.7	5.7	.6	3.75
20	"Don't know"	10.5	9.2	8.2	12.1	9.7
21	No answer to question	23.3	19.2	26.7	12.7	21.2

the Salina area who are satisfied with present cooperative agencies. In group 20 and 21 there are 30.9 per cent of all those returning the questionnaire who made no contribution to this question concerning services which cooperatives might render to the producers in their county.

Special Plans Suggested

Plan No. 1. -- One plan was suggested by a Wallace county producer who is a member of K.C.A. (presumably the Kanorado Cooperative Association). He commended the policy which that organization is following. He wrote, "Our K.C.A. is of the utmost value to the farmers here. It is being conducted on a non-profit basis and consequently we get from five to 15 cents a bushel more for our grain than nearby towns pay. Also we are able to buy lumber, and other commodities at 10 per cent to 25 per cent less than in other towns. Trucks come here from 50 miles away for lumber. I buy everything from K.C.A. and sell all grain there even if competing elevators pay a cent or two more per bushel."

This association has evidently done some of the expanding that was suggested by many in group 4 which was discussed above.

Plan No. 2. -- Another suggestion came from a member in Sheridan county who wrote, "There is only one marketing system that will bring relief to the farmer, which is as fol-

lows: Put a set price on grain \$1.00 or \$1.75 per bushel for wheat; stop all cooperative (probably meant corporation) farming in the U.S.A.; put a tariff high enough to keep foreign grain out; forget about export trade, if necessary; limit each farmer not to exceed 1,000 acres." This idea of high tariff and control or regulation of acreage has appeared in many of the suggestions given.

Plan No. 3. -- Another member from Finney county presented the following: "By compelling farmers to pool or feed the estimated surplus; license all buyers to pay expenses of enforcement with penalty for violation; surplus to be exported or fed at home. I can't see that cooperative marketing alone will completely remedy our marketing ills. I read articles by Senator Capper in regard to compelling industries to protect their laborers. If we are going to disturb their independence, why not compel farmers to protect themselves, thereby benefit everybody. I think we all realize our being independent is a joke."

Plan No. 4. -- Another member would have only local independent or family cooperative elevators doing business as though old line elevators did not exist.

Plan No. 5. -- A member from Graham county accompanied his questionnaire with the following letter: "I have thought of a plan a great deal that I believe would have to work. It would help the farmer, the business man, the banker,

and everyone else concerned. And it is this; every farmer or land owner in the U.S. would have to have a permit from the county clerk or some other proper officer and he would have to make a true statement as to how many acres of cotton, corn, wheat, or what other crops he has to sell. They could not sell but three-fifths of their grain or cotton; they could feed this grain or keep it until a crop failure, and then they could not sell but three-fifths as much as they did on a normal year, or three-fifths of what they have on hand (that is, the carry over, or the two-fifths). If anyone violated this in any way, they could not get a permit the next year. The state or the county commissioners would have to appoint some reliable person under bond to sell this violator's crops, and the expenses would have to be taken out of the price of the crops sold. No dealer could buy any farm products from a farmer unless the farmer had a permit. Also the dealer would have to put up a bond and show on his books who he bought from and that they had their permit."

This plan appears much too complicated and impractical and the writer fears that its enforcement would be even more difficult and expensive than is the Volstead Act.

Plan No. 6. -- A Ford county member complained of the expense of keeping individual member's patronage accounts separate and the desire of the managers to pinch down on the market price in order to make a profit for proration. He

suggested paying only on shares of stock and having some overhead control. Here is a part of his letter: "The cooperative elevator groups come the nearest to fulfilling a satisfactory service. Their greatest handicap is their inexperienced boards without a competent advisor. Help and office expense due to keeping every member's individual account make too much expense. Keen competition at the stations places them at a disadvantage, and with their extra overhead, cooperatives can only give to their members the price plus proration to equal what he gets at the old line elevator. Proration with a competitive market doesn't spell anything. Elevator managers are influenced by their extra expenses and ambition to make profit to prorate. This causes them to pinch down on the market price.

"I believe cooperative marketing agencies could give better service if they would cut out this proration and only pay on the shares of stock. Producers only need the cooperative elevator for their market protection and service. All would get equitable treatment in price for one or a thousand bushels of grain. Cooperative groups need the elevator and organization and with just as little overhead expense and direct to market sales. Competent management at the head and a uniform set of by-laws for all are needed, as well as a few competent advisors in the field or letters of advice from headquarters, by-laws that protect members, and penal-

ties so boards and managers are compelled to observe them."

Plan No. 7. -- Another Ford county member replied, "... by having the complete control of the sale of the product. Any other way is creating jobs for some who are in a position where they can do nothing but trail along with the gamblers. Put any other American industry's product up to be sold to the highest bidder for cash and see how long it could exist." He also enclosed the following letter to his representative in the state legislature. (See attached letter.)

Plan No. 8. -- A Trego county member sent along a petition which had been made up at Wakeeney, Kansas. A plan for the United States Department of Agriculture to have charge of the marketing of wheat was included in the petition, a copy of which follows:

"PETITION - We, the undersigned citizens of the United States of America, do hereby respectfully petition the Honorable President of the United States, the Senate of the United States, the House of Representatives of the United States, the United States Department of Agriculture, and the Federal Farm Board:

"To take action necessary to establish a price for wheat that will give the producer cost of production, plus a fair profit, for that part of each year's crop required for consumption within the United States.

Dodge City, Kansas
November 13, 1930

Hon. Clifford R. Hope, M. C.
Garden City, Kansas

Dear Representative:

I am a farmer and as you might expect, not in a very good humor. To say we are disappointed in our farm bill is putting it in a mild form. It is simply ruinous to the American farmer.

I am told that in Germany, France, and Spain those peasants are forced to put out wheat so they won't have to buy ours. The tariff bill you men passed for the American industries simply choked American agriculture out of foreign countries.

We farmers don't want the world by the tail; just an even shake. So agriculture must have an American price to match American industries. What is good for the goose is good for the gander; a fair deal to all is all we ask.

In my study of the farm bill, the organizing is all right, but it must have a debenture or the McNary-Haugen plan to make it a success. In my opinion, there is no other way. Take any other American industry product put up on the board of trade and sold to the highest bidder for cash regardless of the cost of the product? How long could it exist?

We don't ask for class legislation, but simply demand an equality with other industries. I want to ask you frankly why this can't be done. If it can't be done, then we have junked the preamble to our constitution.

The way we looked at Mr. Legge and Mr. Hyde's proposition to cut down on acreage was to try and lay the blame on us after they had made a failure themselves on the bill. We are not so dumb. We knew that before they were appointed to their offices or millions spent on the bill.

We are an export nation and ought to be proud of it. To be frank with you, I think the failure of the bill lies in Congress. You men of the agricultural districts must work harder for us regardless of politics, or peasants we will be.

The condition in this country is serious and the main

cause is the American farmer can't buy what he wants.

I believe I am safe in saying if the farmer was on his feet there wouldn't be an idle man in this country. We would build and buy until all were busy keeping us supplied.

So now, dear representative, you know the bill is a joke and the present administration will receive the blame, so in this next session of congress, in fairness to the present administration and agriculture and the American people give us a bill that will work is our earnest prayer.

I remain yours truly,

ARTHUR ADAMS
Motor Route 2

"We endorse and submit the following plan: First, for Congress to declare an embargo on all foreign wheat and wheat products; Second, the United States Department of Agriculture be authorized by law to have charge of the marketing of wheat; all purchasers of wheat to be licensed by the United States Department of Agriculture; all producers of wheat to deposit an affidavit with licensed buyers of the correct amount of wheat raised each year.

"The United States Department of Agriculture with the aid of other governmental agencies will estimate the amount of wheat raised, the amount needed for milling purposes in the United States and cost of producing the crop, the price to be based on production costs for the year and licensed buyers instructed to purchase only the proportionate part of the crop needed for milling purposes in the United States during the year.

"The proportionate part of the crop called surplus shall be unsalable for milling use in the United States during the year in which it is grown, and will be cared for by the owner. It may be stored in government bonded warehouses to be sold by the government agencies at the direction of the owner on world markets; may be stored on the farm; used for feed or sold for feeding purposes at a feed price.

"Should the surplus be stored in government warehouses, the owner will bear all expenses of freight, storage, insur-

ties so boards and managers are compelled to observe them."

Plan No. 7. -- Another Ford county member replied, "... by having the complete control of the sale of the product. Any other way is creating jobs for some who are in a position where they can do nothing but trail along with the gamblers. Put any other American industry's product up to be sold to the highest bidder for cash and see how long it could exist." He also enclosed the following letter to his representative in the state legislature. (See attached letter.)

Plan No. 8. -- A Trego county member sent along a petition which had been made up at Wakeeney, Kansas. A plan for the United States Department of Agriculture to have charge of the marketing of wheat was included in the petition, a copy of which follows:

"PETITION - We, the undersigned citizens of the United States of America, do hereby respectfully petition the Honorable President of the United States, the Senate of the United States, the House of Representatives of the United States, the United States Department of Agriculture, and the Federal Farm Board:

"To take action necessary to establish a price for wheat that will give the producer cost of production, plus a fair profit, for that part of each year's crop required for consumption within the United States.

market basis and the farmer buys what he uses at domestic fixed prices. Our government must aid agriculture by a fixed price the same as it has helped the industries fix their price under the protective tariff.

"In my opinion, trying to improve prices through co-operation or stabilization would be just like trying to float a vessel upstream without any motor power. If our government does not fix a price to offset the tariff, agriculture, in my opinion, is doomed.

"Why is the wealth of the nation in the east among the industries? Is it because they have worked harder, managed better, or saved better than agriculture? We know this is not true. Is it not evident that they have made their wealth off of agriculture from a domestic price under the protective tariff? The tariff is what gave the industries effective aid.

"Agriculture must be helped in a different way than a tariff. As we know, one remedy will not cure all diseases, so the remedy must be prescribed for the particular ailment. That is, it should do the same amount of good that the tariff has done. Fixing the price would be the only solution.

"In my opinion, money power, greed and monopoly have taken our country. Equal rights to all classes are no more considered as a part of our constitution. Money power rules nearly all legislation.

"I am enclosing a suggested plan that should work, and if our agricultural colleges would dare to suggest a plan along such lines it may help to get some effective legislation.

"The present Farm Relief bill has nothing in it to make it effective. The government must either take the situation over and run it, or else stay out and let the speculators have it, as two bosses cannot do one job. They will fight one another and that is what has occurred. I think the farmer would be better off without the present Farm Relief bill. An opinion from you on the enclosed plan will be appreciated.

"(1) Every wheat grower would be required to make an affidavit as to the number of bushels of wheat be produced each year and the amount he would have to sell less seed wheat. He would be compelled to make such sworn statement before he could sell any wheat. His previous year's carry over could be included in his statement.

"(2) The Farm Board would set the price each year, allowing a reasonable profit on his investment and a reasonable profit over expenses. The Farm Board would arrive at such figures through agricultural colleges and farm organizations.

"(3) At the end of the United States wheat harvest season, the Farm Board would have the exact number of bushels produced that year and every grain dealer would be compelled

to procure data as to the amount of wheat each grower had to sell. A heavy penalty could be imposed for false statements made by the grower.

"(4) The Farm Board could call for the wheat on percentage basis according to the demand.

"(5) The wheat grower would designate his nearest shipping point in his yearly statement. There could be a heavy fine imposed on the grower for over-selling the percentage called for and the grain buyer could be equally held liable for receiving over-percentages.

"(6) The amount not called for by the Farm Board would be carried over by the grower as surplus or exported on the world market. This would help take care of the lean years that are bound to come.

"(7) Grain dealers would be allowed so much per bushel for handling charges and profit. The act would designate the price test, and so forth, according to quality and grade.

"(8) Parts of the United States whose harvests come earlier than others could market some of their wheat designated by the Farm Board as the demand may be.

"(9) The set price would be at the point of delivery, such grain centers to be named by the Farm Board. Money to operate this plan would be taxed against each bushel sold, say three to five cents per bushel. This operating tax would be deducted from the set price of wheat by the grain

buyer and remitted to the Farm Board monthly.

"(10) The Farm Board would provide necessary storage at such grain centers and all sales to mills, exports, and so forth, would be made by the Farm Board."

Some such plan of Farm Board or a central agency control with the farmer carrying the surplus might be worked out. Local cooperatives affiliated with the national association would probably prove more satisfactory than the paying of grain dealers for handling the wheat on a bushel basis as mentioned in section 7. The problem of fixing the price, making deductions, making sure that each producer sold only his proportionate share, and so forth, would all be "easier said than done".

This concludes the discussion of the questionnaire sent to the large wheat producers.

Opinions of Officials of Regional Cooperative Marketing Agencies

It was felt that the leaders of the Regional Cooperative Marketing Agencies would have some knowledge of the more common reasons given by large producers who do not belong to cooperative groups. A letter was prepared and sent to the following to get their opinions on this matter./5

5. A copy of the letter appears in appendix IV.

C. A. Ward, president, Kansas Division of Farmers Educational and Cooperative Union of America, Salina, Kansas.

H. E. Witham, secretary, Farmers Union Jobbing Association, Kansas City, Missouri.

Ernest R. Downie, assistant general manager, the Kansas Cooperative Wheat Marketing Association, Kansas City, Missouri.

J. J. Knight, President, Equity Union Grain Company, Kansas City, Missouri.

L. E. Webb, Dodge City, Kansas, president, Farmers Cooperative Grain Dealers Association of Hutchinson, Kansas.

These men were asked what difficulties, if any, they had encountered in interesting or securing the cooperation of the larger wheat producers in their marketing system or program and to what extent they thought the larger producers were enlisted with present cooperative marketing agencies.

Mr. C. A. Ward, president of the Farmers Union, in his reply stated: "The larger producer of wheat, in most instances, has such a financial standing that he does not feel himself as an individual in need of cooperating with the rank and file of farmers who are small producers. My personal contact with these men usually brings me the information that they have their broad acres through inheritance and that their former contacts have been with the old line agencies, many times reaching back of this generation. Their

own independence, because of their wealth puts them in a position whereby they do not even wish to take the risk or part in a cooperative project.

"However, it might be quite interesting to note that the last few months several of these larger producers have approached me, inviting me to bring our organization into their communities. The facts are, the Farmers Union has not as yet promoted our program extensively in the southwest part of the state. Neither have we carried on our work to any great degree in the extreme west part of the state."

Mr. H. E. Witham of the Farmers Union Jobbing Association, replied that his contact was almost entirely with local elevators and he had no means of knowing whether or not the large producers belonged to their elevators.

Mr. Ernest R. Downie of the Kansas Cooperative Wheat Marketing Association, believes that there is a noticeable change in the situation with regard to large producers joining cooperatives. He wrote, "In our association we have a much larger per cent of the large producers of wheat than we had seven or eight years ago. In fact, we have among our membership some of the largest producers in the western part of the state. One of them last year delivered 70,000 bushels of wheat. Of course there are a few who produce enormous amounts, who pay no attention to cooperative marketing organizations because they feel the present or-

RELATIONSHIP OF MEMBERSHIP OF LARGE PRODUCERS TO STORAGE SPACE OF LOCAL COOPERATIVES

In order to make a study of this relationship, it was necessary to secure a list of the number and capacity of all elevators in the counties and the number and capacity of those controlled by cooperatives. This information was found in the files of the department of Agricultural Economics.^{/6} The list of the cooperative elevators in the 26 counties included in this study was secured and the percentage of the storage space of each county that is owned by cooperatives was determined.^{/7} The following table shows this information for each county, for the southwest area, the northern area and for the total of the 26 counties.

Figure 2, following the table, shows the location of the cooperative elevators in the counties. Figure 3 shows the percentage of the storage space owned by the cooperatives in each county.

Comparison of Areas

The table of storage facilities shows that in five of the 13 counties in the southwest area cooperatives have 35

6. Grain storage facilities in Kansas, R. M. Green and G. E. Hendrix, 1930. (Unpublished.)

7. List of cooperative elevators in these counties appears in appendix III.

Table VIII. -- Grain Storage Facilities Owned by Cooperatives.

County	Total number elevators in county	Total elevator storage capacity in county (bu.)	Number of cooperative elevators	Capacity of cooperative elevators	Per cent storage owned by cooperatives
Finney	8	149,000	1	60,000	40.3
Ford	40	1,359,000	9	194,500	14.3
Grant	9	166,000	-	---	--
Gray	22	1,323,000	8	778,000	58.8
Hamilton	5	60,000	-	---	--
Haskell	11	409,000	2	63,000	15.4
Hodgeman	10	110,000	2	18,000	16.3
Kearney	5	103,000	1	10,000	9.7
Meade	15	856,000	4	373,000	43.5
Morton	10	149,000	2	56,000	37.5
Seward	9	235,000	2	83,000	35.3
Stanton	8	223,000	1	15,000	6.7
Stevens	12	204,000	3	47,000	23.0
Southwest Area	164	5,246,000	35	1,697,000	32.3
Ellis	19	713,000	5	118,000	16.5
Ellsworth	27	536,200	7	144,000	26.8
Gove	16	320,000	2	65,000	20.3
Graham	10	179,000	2	47,000	26.2
Lincoln	25	322,000	6	86,000	26.7
Logan	10	181,000	3	47,000	25.9
Osborne	18	391,000	8	278,000	71.1
Rooks	22	447,000	6	146,000	32.6
Russell	28	496,000	5	78,000	15.7
Saline	30	2,192,000	5	78,000	3.5(a)
Sheridan	12	200,500	2	63,000	31.4
Trego	13	282,000	5	80,000	28.3
Wallace	4	69,000	-	---	--
Northern area	234	6,328,700	56	1,130,000	17.8(a)
Total	398	11,574,700	91	2,827,000	24.4

(a) Without Saline county this district has 25.4 per cent.

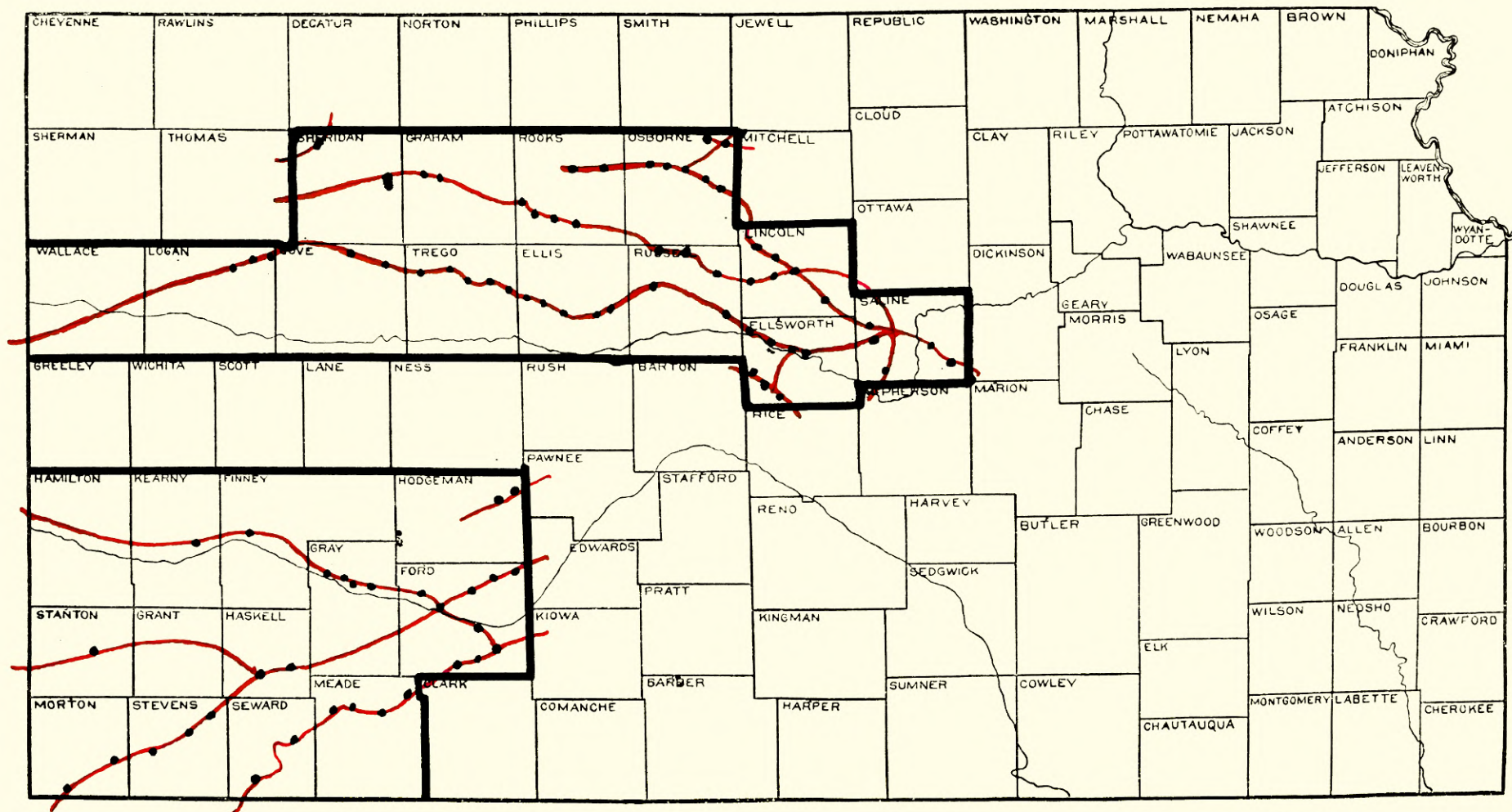


Figure 2. Location of Cooperative Elevators in Counties Studied

— Railroad Lines.

• Location of Cooperative Elevator

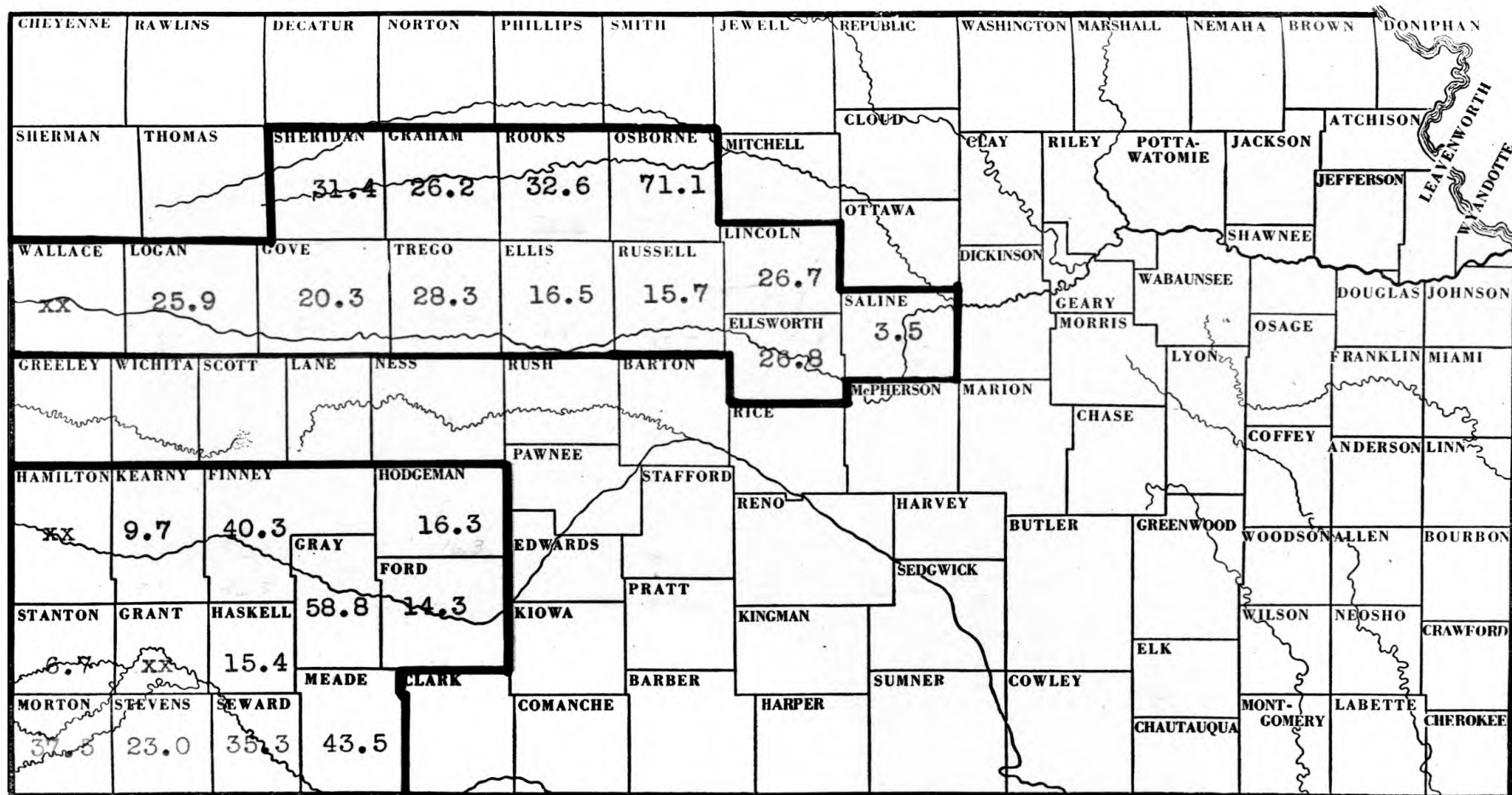


Figure 3 - Percentage of grain storage capacity owned by Local Cooperative Elevators.

per cent or more of the storage space in the county. These counties are Finney, Gray, Meade, Morton, and Seward. In the northern area in only one county does the per cent owned by cooperatives exceed this figure. This is Osborne county where eight Farmers Union elevators have 71.1 per cent of the total elevator space. In Rooks county, second highest in this respect, the six cooperative elevators have 32.6 per cent of the elevator space. In the southwest area the other counties have 23 per cent or less of the storage space and in Grant and Hamilton counties there are no cooperatives at all. In the northern area, on the other hand, there are nine counties where the cooperatives have between 15.7 per cent and 31.4 per cent of the county elevator space. Wallace is the only county in this area with no cooperative elevators. The replies to the questionnaire from this county were from members of cooperatives in adjoining counties. The percentage in Saline county is low because of the mills and large private elevators at Salina. The five cooperatives in the county are at towns other than Salina. The amount of cooperative elevator space in the county is nearly equal to the average amount per county owned by cooperatives in the area. In the southwest area only Gray and Meade counties exceed Ford county in amount of cooperative elevator storage yet because of the 500,000 bushel private storage elevator and the mills in Dodge City, the cooperatives had only 14.3

per cent of the elevator space in the county. Gray county has the largest amount, 778,000 bushels of cooperative elevator space of all 26 counties studied. The Farmers Cooperative elevator at Copeland has 555,000 bushel capacity. The cooperative elevator at Fowler, Meade county, had a capacity of 118,000 bushels in May, 1930; the one at Meade 140,000; and at Plains, 100,000 bushels. (Since that time additional storage has been built so that to handle the 1931 crop, the cooperatives in Meade county had a total of 768,000 bushel capacity; Ford county, 239,000; and the cooperative in Finney county had increased to 80,000 bushels. There were probably other additions in other counties and most of the storage space built the last year or two in this area has been built by cooperative groups.)

In comparing the membership of large producers with storage facilities the southwest area, judging from replies to the questionnaire, has a much larger percentage of both. Of the replies to the questionnaire from the southwest area 72.4 per cent were members and the cooperatives in that area had 32.4 per cent of the storage there. Only 52.4 per cent of the replies from the Salina area were from cooperative members and only 17.8 per cent of the storage in those counties was controlled by cooperative elevators. Excluding Saline county, with its terminal elevators and mills, the cooperative organization had 24.4 per cent of the storage in

the other 12 counties. Most of the counties in each area with the larger percentage of storage space are also the counties with high per cent of members in the replies to the questionnaire. In each of the five counties in the southwest area in which cooperatives had the most storage, 62 per cent or more of the replies to the questionnaire were from members. The relationship in the northern area, however, is not so definite.

The tendency for more of the storage to be owned by cooperatives in the counties where more of the larger producers are members is only natural. When the larger producers become supporters of local cooperatives they furnish more volume of business and the need for more facilities immediately develops. Then when more storage is constructed, the fact that it is available is an invitation to the large and small producer alike to make use of it. A large elevator also adds to the prestige of the cooperative agency in the county since the size of the elevator and the volume of business done is good indication of the size and strength of the organization. These larger elevators are also naturally found in the area of larger production where acreages of wheat are much larger per farmer.

SUMMARY AND CONCLUSIONS

There are many large scale wheat producers in the two areas included in this study. In the 13 counties in southwest Kansas included in this study 10.8 per cent of the farmers grew 34.7 per cent of the wheat, according to the township assessors rolls in 1929. Eight hundred and two farmers made up this percentage. In the 13 counties from Saline county north and west which were studied, 12 per cent of the farmers, 1,682 in number, grew 33.8 per cent of the wheat.

Replies to a questionnaire sent to these larger producers indicate that a larger proportion of them in the southwest area belong to cooperative marketing agencies than is the case in the northern group of counties. Seventy-two and four-tenths per cent of the replies from the southwest area were from members of cooperatives, while 52.4 per cent of those who replied from the northern area were members. Considering all the replies received, 61 per cent were from members and 39 per cent from non-members. This situation may be due to the more extensive grain farming, a difference in the type of farmers and more active cooperative leaders in the southwest area.

Replies from the non-members indicated that a majority of them have no particular aversion to cooperative marketing. Twenty-nine and three-tenths per cent of them gave no

special reasons for non-membership; 22.3 per cent showed lack of confidence in the system or management of locals with which they were familiar. No local organization was available to 5.1 per cent of them; 1.3 per cent more said they lacked information respecting cooperatives, and 5.7 per cent did not reply to this question. This conditions suggests great possibilities of development of cooperative marketing among the larger wheat producers of Kansas if more intelligently planned organization work were to be done in these areas. More of the uncertainty and lack of confidence in cooperative marketing appears to be among the farmers in the northern area. Seventy per cent of the non-members were from this area and 30 per cent from the southwest area.

The majority of those giving a preference as to the type of marketing agency fell into three groups. (1) One big cooperative of national size was preferred by 15.9 per cent. (2) An equal number preferred the old system of private grain dealers and independent sale. (3) A governmental or state agency with a fixed or regulated price was suggested by 10.8 per cent. Nearly half of the non-members indicated no preference as to type, or made no reply to this question.

There is a great difference of opinion among the larger producers as to the ways in which cooperative marketing agencies could be of greater service to wheat growers in

Kansas. The plan most favored was for the development of a central marketing agency large enough to handle all the wheat instead of the several agencies now functioning. Some such suggestion was made by 19.7 per cent of all those returning the questionnaire. This group included 23 per cent of all members and 14.7 per cent of all non-members who replied. Other suggestions made by a significant percentage were for better management of existing cooperatives; for some sort of government control; to enlarge the business of cooperatives to include the handling of farm supplies; for the establishment of a finance or credit system to enable the farmer to hold his wheat over periods of low prices, or for the building of more storage facilities by cooperatives. The remainder of the suggestions for better service were of various sorts and made by only a few producers. Most of them included either some form of price regulation, control of production and marketing by the government, elimination of the board of trade, a contract marketing plan, the equalization of costs of farm supplies and freight rates with prices for farm products or some detailed plan the producer had thought out.

Statements obtained from officials of some of the regional marketing associations were to the effect that while the large wheat producer, naturally independent and feeling himself capable of marketing his own grain, has not felt it

necessary or to his advantage in the past to cooperate with his neighbors in this manner is more readily joining cooperative marketing groups in recent years. If this condition exists, as 401 replies from these producers also seem to indicate, it appears that cooperative marketing of wheat through one central marketing agency would meet the approval of the majority of the large producers of Kansas. Such an agency would, in all probability, soon receive the support of most of the larger producers as soon as they were assured of its efficiency and facilities to successfully handle their grains.

Studies of the relationship of storage facilities of cooperatives to the membership of large producers in the cooperative revealed that as a rule in the area where there is greater support of cooperative organizations by large growers, the percentage of storage controlled by cooperatives is also larger.

Cooperatives in the southwest area owned 32.3 per cent of the storage in that area in 1930. Seventy-two and four-tenths per cent of the questionnaires returned from this area were from members of cooperatives. In the northern area only 52.4 per cent of the replies were from members and cooperatives in that area controlled but 17.8 per cent of the storage in those counties.

ACKNOWLEDGMENT

The writer wishes to express his appreciation to Prof. R. M. Green for his guidance and competent direction in the preparation of the material for this thesis; to Dr. W. E. Grimes, head of the Department of Agricultural Economics, for his valuable criticisms and suggestions in the preparation of this manuscript; and to the departmental organization for assistance in securing much of the information upon which this thesis is based.

FINNEY COUNTY

Used all farmers with 500 acres or more
 Per cent of farmers used - 7.1
 Per cent of wheat grown by them - 43.5

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Garden City	169	10,612	5	4,560
Garfield	187	31,891	15	11,085
Ivanhoe	100	22,965	12	7,330
Pierceville	104	29,349	15	16,500
Pleasant Valley	33	8,130	8	6,035
Sherlock	174	5,520	1	800
Perry	53	4,030	3	2,670
TOTAL	820	112,497	59	48,980

FORD COUNTY

Used all farmers with 500 acres or more

Per cent of farmers used - 16.6

Per cent of wheat grown by them - 37.3

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Wilburn	73	16,895	27	21,080
Pleasant Valley	70	20,331	9	5,166
Richland	58	13,205	7	4,390
Royal	64	23,715	17	11,295
Sodville	66	19,750	7	4,720
Spearville	223	72,615	35	21,500
Wheatland	102	31,140	12	7,530
Bloom	54	21,045	15	9,750
Bucklin	52	13,090	5	2,985
Concord	71	25,510	16	10,135
Dodge City	56	7,089	3	1,850
Enterprise	85	21,698	14	9,895
Fairview	63	15,275	7	4,285
Grandview	75	21,187	11	6,350
Ford	113	33,589	19	12,035
TOTAL	1,225	356,134	204	132,966

GRANT COUNTY

78

Used all farmers with 900 acres or more
 Per cent of farmers used - 9
 Per cent of wheat grown by them - 33.5

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Lincoln	94	38,065	8	10,240
Sherman	146	38,099	6	7,540
Sullivan	104	47,980	17	23,850
TOTAL	344	124,144	31	41,630

GRAY COUNTY

Used all farmers with 600 acres or more
 Per cent of farmers used - 14.1
 Per cent of wheat grown by them - 34.5

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Ingalls	111	25,940	8	6,355
East Hess	120	41,380	11	9,205
West Hess	116	39,715	16	12,650
Logan	61	25,141	13	12,646
Copeland	79	31,818	17	13,035
Foote	85	31,363	14	10,560
Cimarron	81	23,241	13	10,750
Montezuma	120	37,062	17	13,110
TOTAL	773	255,660	109	88,311

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HAMILTON COUNTY

79

Used all farmers with 450 acres or more
 Per cent of farmers used - 3.2
 Per cent of wheat grown by them - 40.3

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Syracuse	29	1,385	2	1,225
Richland	28	2,069	1	550
Bear Creek	63	3,002	2	1,050
Medway	29	1,240	0	0
Liberty	31	0	0	0
Lamont	78	6,715	6	3,260
Kendall	23	0	0	0
Coolidge	62	670	0	0
TOTAL	343	15,081	11	6,085

HASKELL COUNTY

79

Used all farmers with 840 acres or more
 Per cent of farmers used - 13.1
 Per cent of wheat grown by them - 32.2

Townships	Total number of Farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Dudley	92	45,037	15	16,900
Haskell	103	56,646	10	14,265
Lockport	133	68,325	18	23,610
TOTAL	328	170,008	43	54,775

HODGEMAN COUNTY

Used all farmers with 520 acres or more
 Per cent of farmers used - 13.9
 Per cent of wheat grown by them - 34.6

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Benton	26	8,500	3	1,940
Center	106	25,545	12	9,285
Hallet	41	14,150	8	6,230
Marena	153	51,610	18	12,360
North Roscoe	42	10,935	4	3,430
South Roscoe	34	8,715	9	5,420
Sawlog	61	20,356	8	7,470
Sterling	122	40,687	22	16,855
Valley	51	11,251	5	3,375
TOTAL	636	191,749	89	66,365

KEARNEY COUNTY

Used all farmers with 500 acres or more
 Per cent of farmers used - 4.7
 Per cent of wheat grown by them - 38.2

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Kendall	76	9,350	8	5,130
E. Hubbard	51	7,100	4	2,330
W. Hubbard	33	3,777	2	2,320
Deerfield	58	4,161	0	0
Lakin	53	2,119	1	1,380
South Side	60	2,081	1	590
Hartland	52	6,423	2	1,625
TOTAL	383	35,011	18	13,375

MEADE COUNTY

Used all farmers with 510 acres or more
 Per cent of farmers used - 12.3
 Per cent of wheat grown by them - 32.9

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
West Plains	112	51,402	41	32,035
Sand Creek	78	10,093	1	800
Odee	64	9,000	3	2,160
Meade Center	118	23,124	5	3,650
Mertilla	96	59,200	25	18,735
Logan	84	17,500	4	2,880
Fowler	127	30,609	10	7,615
Crooked Creek	61	17,323	8	6,205
Amarron	61	10,155	2	1,160
TOTAL	801	228,406	99	75,240

MORTON COUNTY

Used all farmers with 650 acres or more
 Per cent of farmers used - 4.7
 Per cent of wheat grown by them - 40.1

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Westola	52	2,380	1	960
Richfield	53	24,230	10	13,100
Cimarron	55	3,565	3	2,000
Rolla	59	3,430	0	0
Tolga	45	4,150	0	0
Jonas	37	1,230	0	0
TOTAL	301	39,985	14	16,060

SEWARD COUNTY

Used all farmers with 625 acres or more
 Per cent of farmers used - 10.7
 Per cent of wheat grown by them - 33.7

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Fargo	204	38,293	15	13,460
Liberal	192	43,290	9	8,105
Morris	80	44,935	25	20,770
Seward	76	23,155	10	8,150
TOTAL	552	149,673	59	50,485

STANTON COUNTY

Used all farmers with 900 acres or more
 Per cent of farmers used - 5.6
 Per cent of wheat grown by them - 34.8

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Manter	47	12,090	6	7,650
Stanton	50	20,968	6	10,530
Mitchell	84	18,020	4	3,910
Roanoke	104	14,035	0	0
TOTAL	285	65,113	16	22,690

STEVENS COUNTY

Used all farmers with 640 acres or more
 Per cent of farmers used - 7.9
 Per cent of wheat grown by them - 34

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Banner	123	21,745	6	5,220
Center	110	20,950	6	7,620
West Center	89	13,645	4	3,220
Harmony	64	14,260	4	3,320
Moscow	141	54,016	28	26,145
Vorhees	104	13,331	2	1,440
TOTAL	631	137,997	50	46,965

ELLIS COUNTY

Used all farmers with 300 acres or more
 Per cent of farmers used - 17.1
 Per cent of wheat grown by them - 36.3

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Catherine	91	17,704	5	1,900
Ellis	119	20,263	26	10,160
Riverview	49	13,650	5	1,805
Salina	60	13,125	9	3,375
Pleasant Hill	74	20,261	21	7,943
Lookout	89	17,346	18	6,902
East Hamilton	47	12,966	4	1,655
Freedom	102	18,092	13	4,820
Herzog	82	16,170	6	2,300
West Hamilton	51	5,715	13	4,825
Victoria	76	7,527	11	3,766
Buckeye	106	14,310	23	8,990
Big Creek	82	23,672	22	7,859
Smoky Hill	65	15,287	14	6,410
Walker	112	7,355	14	5,425
Wheatland	92	10,410	19	6,965
TOTAL	1,297	233,853	223	85,100

ELLSWORTH COUNTY

Used all farmers with 250 acres or more
 Per cent of farmers used - 13.8
 Per cent of wheat grown by them - 33.8

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Ash Creek	42	6,155	10	2,950
Black Wolf	64	8,898	3	1,230
Carniero	51	1,067	0	0
Clear Creek	49	6,825	5	1,410
Columbia	83	12,406	9	3,020
Empire	70	6,850	7	2,554
Garfield	50	3,030	1	350
Green Garden	70	16,219	30	9,914
Langley	54	3,225	2	550
Lincoln	42	7,510	9	2,940
Noble	68	9,171	8	2,279
Palacky	77	12,324	11	3,285
Sherman	87	8,046	2	515
Thomas	51	8,763	11	3,775
Trivoli	44	5,990	6	1,980
Valley	62	13,595	20	7,095
Wilson	76	10,418	14	4,175
Mulberry	34	1,607	0	0
TOTAL	1,074	142,099	143	48,022

GOVE COUNTY

Used all farmers with 500 acres or more
 Per cent of farmers used - 8.6
 Per cent of wheat grown by them - 31.8

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Baker	135	29,557	9	6,385
Garland	56	6,035	0	0
Gove	96	13,156	4	3,716
Grainfield	67	16,349	3	2,450
Grinnell	128	29,775	16	11,360
Jerome	68	12,975	10	7,760
Larabee	65	10,635	6	3,550
Lewis	53	796	0	0
Payne	119	34,503	20	13,755
TOTAL	787	153,781	68	48,976

GRAHAM COUNTY

Used all farmers with 250 acres or more
 Per cent of farmers used - 10.8
 Per cent of wheat grown by them - 33.4

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Wildhorse	76	13,260	18	7,010
Solomon	57	6,050	7	2,165
Pioneer	81	7,576	5	1,875
Nicodemus	69	4,533	5	1,580
Morlan	165	21,904	12	4,950
Millbrook	103	7,212	5	1,565
Indiana	89	8,974	6	2,265
Hill City	73	4,330	6	1,715
Happy	103	14,657	17	6,387
Graham	88	6,406	6	2,025
Bryant	154	23,425	33	9,660
Gettysburg	87	8,430	6	1,825
Alladium	142	13,106	13	3,750
TOTAL	1,287	139,863	139	46,772

LINCOLN COUNTY

Used all farmers with 200 acres or more
 Per cent of farmers used - 10.8
 Per cent of wheat grown by them - 31.3

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Franklin	74	6,875	9	2,065
Grant	79	6,780	5	1,730
Golden Belt	56	6,695	10	2,480
Hanover	61	9,036	10	3,745
Highland	52	6,624	10	2,610
Indiana	81	7,599	9	2,275
Logan	58	4,387	4	1,015
Madison	80	3,815	10	2,725
Marion	75	6,080	6	1,480
Osage	68	7,386	13	3,275
Pleasant	80	8,725	7	2,434
Salt Creek	51	5,922	2	475
Scott	61	3,198	2	630
Valley	47	4,652	4	850
Vesper	76	6,420	6	1,735
TOTAL	991	94,194	107	29,524

LOGAN COUNTY

Used all farmers with 400 acres or more
 Per cent of farmers used - 5.95
 Per cent of wheat grown by them - 38.6

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Augustine	27	590	1	400
Elkader	30	2,140		
Logansport	33	755		
Lees	28	575		
Monument	75	17,664	13	8,405
McAllaster	36	2,175	1	1,050
Oakley	94	11,620	5	2,345
Paxton	19	410		
Russel Springs	56	350		
Winona	68	13,955	10	7,280
Western	38	220		
TOTAL	504	50,454	30	19,490

OSBORNE COUNTY

Used all farmers with 230 acres or more
 Per cent of farmers used - 10.6
 Per cent of wheat grown by them - 32.2

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Winfield	45	2,292	1	300
Victor	61	6,769	9	2,840
Valley	60	6,290	9	2,660
Tilden	76	8,398	9	2,755
Sumner	84	7,280	6	2,040
Round Mound	65	6,939	6	1,725
Ross	106	7,690	4	1,020
Penn	85	11,417	16	5,543
Natoma	51	2,743	4	1,205
Mt. Ayr	72	8,225	8	2,725
Liberty	37	4,240	5	1,560
Lawrence	63	5,588	4	1,130
Kill Creek	53	6,616	11	3,190
Jackson	63	7,894	9	3,125
Independence	45	4,768	4	1,340
Hawkeye	70	8,219	8	2,435
Hancock	50	6,875	8	2,770
Grant	53	9,335	13	4,700
Delhi	71	7,478	7	2,195
Covert	56	3,115	1	400
Bethany	80	6,027	2	530
Bloom	94	12,759	12	3,340
Corinth	77	7,955	6	1,770
TOTAL	1,517	158,912	162	51,298

ROOKS COUNTY

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Used all farmers with 270 acres or more
Per cent of farmers used - 10.6
Per cent of wheat grown by them - 34.2

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Alcona	52	5,357	5	1,665
Ash Rock	54	10,595	13	6,305
Belmont	81	7,275	3	1,855
Bon Creek	43	6,310	2	660
Corning	54	5,670	4	1,213
Fairview	49	6,005	4	1,315
Farmington	40	2,965	2	940
Greenfield	36	7,405	10	4,120
Hobart	38	5,239	4	1,710
Iowa	57	2,870	1	320
Lanark	58	7,030	4	1,245
Logan	61	10,991	11	3,660
Lowell	63	8,721	2	980
Medicine	67	7,215	7	2,880
Northampton	41	8,235	8	2,765
Paradise	113	6,270	2	720
Plainville	103	14,270	18	5,945
Richland	50	8,095	9	4,483
Rush	44	6,392	7	4,422
Stockton	65	6,510	6	2,990
Sugar Loaf	56	4,962	3	835
Twin Mound	57	9,835	8	3,190
Walton	42	7,789	8	2,600
TOTAL	1,324	166,006	141	56,818

RUSSELL COUNTY

Used all farmers with 300 acres or more
 Per cent of farmers used - 13.1
 Per cent of wheat grown by them - 31.6

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Big Creek	98	21,655	26	9,985
Center	205	33,347	22	9,065
Fairfield	46	7,972	9	3,330
Fairview	105	13,185	6	2,167
Grant	92	18,901	15	6,055
Lincoln	77	13,313	10	3,445
Luray	90	9,953	5	1,720
Paradise	162	19,027	15	6,569
Plymouth	143	26,397	20	8,165
Russell	65	11,673	12	4,632
Waldo	96	14,278	12	4,380
Winterset	61	11,485	11	4,140
TOTAL	1,240	201,186	163	63,653

SALINE COUNTY

Used all farmers with 200 acres or more
 Per cent of farmers used - 13.5
 Per cent of wheat grown by them - 37.5

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Eureka	76	11,635	19	5,495
Falun	84	7,279	1	200
Glendale	55	5,520	8	1,965
Greeley	115	9,533	14	3,825
Gypsum	87	8,060	4	920
Liberty	66	4,571	3	685
Ohio	95	11,105	21	8,215
Pleasant Valley	89	6,669	3	730
Smoky Hill	146	12,361	19	5,315
Smoky View	114	10,737	9	2,168
Smolan	92	12,504	17	4,896
Soloman	80	10,439	12	2,850
Spring Creek	77	5,459	3	725
Summit	44	1,680	1	300
Walnut	85	10,030	16	4,085
Washington	71	7,746	6	1,853
Cambria	79	8,365	12	3,280
Dayton	82	13,143	27	8,420
Elm Creek	104	12,897	27	7,875
TOTAL	1,641	169,733	222	63,802

SHERIDAN COUNTY

Used all farmers with 360 acres or more of wheat
 Per cent of farmers used - 12.2
 Per cent of wheat grown by them - 32.8

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Odell	69	7,167	3	1,220
Bloomfield	35	7,725	6	2,830
Bowcreek	89	14,706	5	2,645
Kenneth	35	5,140	2	950
Logan	79	22,360	20	9,280
Parnell	70	14,880	7	3,570
Prairie Dog	41	7,688	0	0
East Saline	79	11,031	4	1,865
West Saline	77	17,125	16	7,870
Sheridan	77	9,135	0	0
Solomon	93	29,265	32	16,675
Springbrook	96	22,140	17	9,255
Union	48	6,475	5	2,300
Valley	53	3,280	9	0
TOTAL	941	178,117	117	58,460

TREGO COUNTY

Used all farmers with 350 acres or more
 Per cent of farmers used - 16.5
 Per cent of wheat grown by them - 34.2

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Ogalla	171	36,483	19	10,110
Franklin	74	15,922	13	5,790
Collyer	229	56,723	36	21,580
Wakeeney	177	42,022	39	11,355
Riverside	104	20,170	15	8,230
Glencoe	54	11,930	10	4,255
Wilcox	110	23,300	20	9,510
TOTAL	919	206,550	152	70,830

WALLACE COUNTY

Used all farmers with 400 acres or more
 Per cent of farmers used - 3
 Per cent of wheat grown by them - 42

Townships	Total number of farmers	Total number of acres in wheat	Number of farmers used	Number of acres in wheat
Weskan	67	1,125	0	0
Wallace	81	1,750	2	800
Stockholm	32	1,362	0	0
Sharron Springs	86	4,389	4	2,555
North	26	0	0	0
Morton	52	1,982	2	880
Harrison	37	2,255	2	1,150
TOTALS	381	12,863	10	5,385

APPENDIX II

Letter accompanying county lists for correction:

Mr. A. J. Schmooch
Moscow, Kansas

Dear Mr. Schmooch:

The enclosed list of names has been selected as among the large wheat growers of your county. It is a list of the farmers with 640 or more acres of wheat in 1929. The list is to be used by this department in a study to determine the extent to which the farmers with the largest wheat acreages are supporting existing cooperative marketing agencies in 26 counties in western Kansas. It is a cooperative marketing study and should be of value to all who are interested in cooperative marketing of wheat in Kansas. We are sending you this list for correction of names and addresses and if you will please add the names of any other farmers in your county who have 640 or more acres in wheat this year we will greatly appreciate your help.

We have found so far that 7.9 per cent of the farmers in Stevens county had 34.0 per cent of the wheat in 1929 and will be glad to send you a summary of this study when it is completed.

Your assistance in correcting this list will add much to the value of this study and will be sincerely appreciated.

Very truly yours,

J. H. COOLIDGE
Assistant, Department of
Agricultural Economics

JHC:DH
Enc.

Persons to whom names were sent for correction:

County

Finney	L. E. Crawford, county agent	Garden City
Ford	R. S. Trumbull, county agent	Dodge City
Grant	J. E. Taylor, county agent	Ulysses
Gray	Don W. Ingle, county agent	Cimarron
Hamilton	Earl Hinden	Syracuse
Haskell	Frank McCoy	Sublette
Hodgeman	George S. Atwood, county agent	Jetmore
Kearney	J. M. Judd	Lakin
Meade	John H. Shirkey, county agent	Meade
Morton	R. W. McCall	Elkhart
Seward	Joe Tuest	Liberal
Stanton	Buell Scott	Johnson
Stevens	A. J. Schmoock	Moscow
Ellis	L. C. Aicher	Hays
Ellsworth	N. L. Rucker, county agent	Ellsworth
Gove	E. D. Samson	Quinter
Graham	Dr. Ivan Parker	Hill City
Lincoln	R. W. O'Hara, county agent	Lincoln
Logan	R. B. Medlin	Oakley
Osborne	H. A. McCaslin	Osborne
Rooks	A. A. Glenn, voc. ag. teacher	Webster
Russell	B. W. Wright, county agent	Russell
Saline	Ray L. Graves, county agent	Salina
Sheridan	C. E. Dunbar, county agent	Hoxie
Trego	J. W. Bingham	Wakeeney
Wallace	Mrs. Anna B. Eulow	Sharon Springs

APPENDIX III

LIST OF COOPERATIVE ELEVATORS
(Mo.-Kans. Shippers Guide, May 1, 1930)
Dodge City Territory

<u>County</u>		<u>Capacity in bu.</u>
FINNEY		
Garden City	The Garden City Co-op. Equity Exchange	60,000
	Total	60,000
FORD		
Bellefont	Offerle Co-op. Grain & Supply Co.	8,000
Bloom	Bloom Co-op. Exchange	20,000
Dodge City	The Dodge City Co-op. Exchange	40,000
Ford	Ford Co-op. Exchange	38,000
Kingsdown	The Kingsdown Co-op. Equity Exchange	28,000
Sears	Dodge City Co-op. Exchange	5,000
Spearville	The Farmers Co-op. Grain & Supply Co.	20,000
Wright	The Wright Co-op. Exchange	17,500
Bucklin	The Bucklin Co-op. Exchange	18,000
	Total	194,500
GRANT		
	No cooperative elevators	
GRAY (1931)		
Cimarron	The Cimarron Co-op. Equity Exchange	124,000
Copeland	Copeland Co-op. Equity Exchange	500,000
Ensign	The Farmers Co-op. Grain & Supply Co.	15,000
Haggard	The Farmers Co-op. Grain, Coal & Supply Co.	60,000
Montezuma	Montezuma Co-op. Exchange	30,000
Ingalls	The Ingalls Co-op. Exchange	10,000
Ingalls	The Ingalls-Charleston Grain Growers Co-op. Exchange	12,000
Charleston	The Ingalls-Charleston Grain Growers Co-op. Exchange	27,000
	Total	778,000

HAMILTON

No cooperative elevators

HASKELL

Satanta	The Satanta Co-op. Grain Co.	23,000
Sublette	The Co-op. Grain Dealers Union	40,000
Total		63,000

HODGEMAN

Gray	The Farmers Grain & Supply Co.	10,000
Hanston	Farmers Co-op. Grain & Supply Co.	8,000
Total		18,000

KEARNEY

Lakin	The Co-op. Equity Exchange	10,000
Total		10,000

MEADE

Fowler	The Fowler Equity Exchange	118,000
Meade	The Co-op. Elev. & Supply Co.	140,000
Missler	The Co-op. Equity Exchange	15,000
Plains	The Plains Equity Exchange	100,000
Total		373,000

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MORTON

Elkhart	The Elkhart Co-op. Equity Exchange	15,000
Rolla	The Rolla Co-op. Equity Exchange	41,000
Total		56,000

SEWARD

Liberal	The Equity Exchange Association	40,000
Kismet	The Kismet Equity Exchange	43,000
Total		83,000

STANTON

Johnson	The Johnson Co-op. Grain Co.	15,000
Total		15,000

STEVENS

Feterita	Stevens Co. Co-op Equity Exchange	12,000
Hugoton	The Farmers Grain & Supply Co.	15,000
Moscow	Farmers Co-op. Grain & Supply Co.	20,000
	Total	47,000

LIST OF COOPERATIVE ELEVATORS

Salina Territy

<u>County</u>		<u>Capacity in bu.</u>
ELLIS		
Ellis	The Golden Belt Co-op. Elev. Co.	30,000
Hays	Farmers Union Co-op. Assn.	15,000
Toulon	Farmers Union Co-op. Assn.	30,000
Victoria	The Farmers Co-op. Union	35,000
Yocemento	Farmers Union Co-op. Assn.	8,000
	Total	118,000
ELLSWORTH		
Ellsworth	Ellsworth Co. Farmers Co-op. Union	40,000
Farham	Holyrood Co-op. Grain & Supply Co.	8,000
Holyrood	The Holyrood Co-op. Grain & Supply Co.	10,000
Kanopolis	Ellsworth Co. Farmers Co-op. Union	16,000
Wilson	Farmers Elevator Co.	25,000
Black Wolf	Black Wolf Grain & Supply Co.	25,000
Lorraine	The Lorraine Grain, Fuel & Stock Co.	20,000
	Total	144,000
GOVE		
Grainfield	Farmers Co-op. Bus. Association	40,000
Quinter	Farmers Co-op. Elevator Company	25,000
	Total	65,000
GRAHAM		
Morland	The Farmers Co-op. Elevator Company	35,000
Penokee	Penokee Farmers Union Co-op. Assn.	12,000
	Total	47,000

LINCOLN

Ash Grove	Farmers Co-op. Elevator Company	15,000
Denmark	Denmark Farmers Elevator Company	11,000
Lincoln C.	Farmers Grain Company	18,000
Sylvan Grove	The Farmers Co-op. Elevator Company	15,000
Vesper	Vesper Farmers Elevator Company	16,000
Westfall	The Farmers Grain & Supply Company	11,000
Total		86,000

LOGAN

Monument	Farmers Union Co-op. Merc. & Elev. Association	16,000
Oakley	Farmers Union Elevator Company	25,000
Page	Farmers Co-op. Association	6,000
Total		47,000

OSBORNE

Alton	The Osborne Co. F. U. Co-op. Assn.	175,000
Bloomington	Osborne Co. Farmers Union Elev. Co.	20,000
Corinth	Osborne Co. Farmers Union Co-op. Assn.	15,000
Downs	Osborne Co. Farmers Union Co-op. Assn.	10,000
Forney	Forney Farmers Union Elevator Co.	15,000
Natoma	Farmers Union Merc. & Shippers Assn.	15,000
Osborne	Osborne Co. Farmers Union Co-op. Assn.	20,000
Portis	Farmers Union Co-op. Assn.	8,000
Total		278,000

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ROOKS

Palco	The Co-op. Marketing Assn. Elev.	25,000
Plainville	Farmers Shipping Assn.	10,000
Stockton	The Farmers Union Elev. Co.	20,000
Woodston	Farmers Elev. Co.	55,000
Zurich	The Farmers Co-op. Mercantile and Shipping Association	20,000
Damar	The Damar Elevator Company	16,000
Total		146,000

RUSSELL

Dorrance	The Farmers Elevator Company	25,000
Gorham	The Farmers Grain & Mercantile Co.	21,000
Lucas	Farmers Co-op. Mfg. & Merc. Assn.	16,000
Luray	Farmers Elevator Co.	6,000
Waldo	The Farmers Union Co-op. Bus. Assn.	10,000
Total		78,000

SALINE

Baveria	Farmers Elevator Co-op. Company	24,000
Falun	The Farmers Union Co-op. Grain, Live Stock, & Mercantile Association	17,000
Gypsum City	Farmers Elevator Company	12,000
Hedville	The Farmers Elevator Co-op. Company	10,000
Kipp	The Farmers Co-op Grain & Merc. Co.	15,000
Total		78,000

SHERIDAN

Selden	Farmers Union Co-op. Assn.	38,000
Studley	The Studley Co-op. Equity Exchange	25,000
Total		63,000

TREGO

Collyer	Trego County Co-op. Association	10,000
Ogallah	Trego County Co-op. Association	10,000
Voda	Voda Co-op. Association	20,000
Wakeeney	Kansas Wheat Pool Elevator	20,000
Riga	Goldenbelt Co-op. Elevator Co.	20,000
Total		80,000

WALLACE

No cooperative elevators.

APPENDIX IV

Copy of letter to officials of regional cooperative marketing agencies:

We are making a study of cooperative grain marketing in a few counties in Kansas. My particular problem is to ascertain to what extent the growers of large acreages of wheat are members of existing marketing agencies. Questionnaires have been sent to a number of farmers in 13 counties from Saline west on the Union Pacific railroad and to other farmers in the 13 counties from Ford south and west. I am asking these farmers whether or not they are members, and for expressions as to how they think cooperative marketing agencies could be of greater service to them.

I would also be pleased to have a statement from your organization as to what, if any, difficulties you have had in interesting or securing the cooperation of the larger wheat producers of Kansas in your marketing system or program

I would also be pleased to have your opinion as to the extent to which the "larger" producers are enlisted with present cooperative marketing agencies. It is apparent that the larger producers furnish the greater volume of business and thereby add more strength to an organization than do several smaller producers. I am, therefore, interested in any common objections or difficulties that this type of producer may be presenting to present cooperative marketing agencies.

Any expressions you care to make will be very much appreciated and we will be glad to furnish a summary of our findings on request.

Very truly yours,

J. H. COOLIDGE

JHC:DD