

voted to discontinue State-wide operations, and the growers in the southern district were released from delivering their crop to the association. The group of northern growers viewed the situation more hopefully and decided to continue operation of the association after making certain changes in operating methods. They wished the option of marketing their own tobacco, and to have the co-op make settlement on an individual basis for sales that it made. Provision was made for this method of operation, and pooling was practically discontinued. The more than 700 farmers now patronizing the association consider that the new operating method has been very successful.

The association marketed over 3,000,000 pounds of the 1939 crop, sales aggregating more than \$485,000. The manager sells when he considers that he has a fair price. The marketing charge must not be more than 1 cent a pound, and may be less. For 1939 stemming grades the charge of $\frac{1}{2}$ cent a pound was fixed by the board of directors. In marketing stemming tobacco, the manager disburses funds after all tobacco of like type and grades has been sold, retaining a charge for operating expenses. In sorting tobacco sales, however, each lot is an individual sale. For example, if one member has 75 bundles of sorting tobacco which sells for 18 cents a pound, the farmer is immediately paid 17 cents a pound and does not have to wait until all 18-cent tobacco is sold.

A 5-year continuous contract is in effect. This contract runs for a period of 5 years from June 1, 1937, but unless either party notifies the other in writing on or before January 1 of the last

year of the term of the contract, it is operative for an additional 5-year period. Nevertheless, during the month of June each year the grower may give notice in writing to the association that he desires to market his crop himself and thereupon he is entitled to make the sale of his tobacco produced that year. Incidentally, if the grower exercises this privilege, he agrees to pay the association 1 cent per pound on tobacco sold by him. The co-op maintains a headquarters office at Madison, and a branch at Viroqua in Vernon County, where its warehouse is located.

Wool Co-op Conducts State-Wide Business

Wisconsin Cooperative Wool Growers Association.—Operating on a State-wide basis, the Wisconsin Cooperative Wool Growers Association is marketing the wool and mohair of the more than 2,900 members who own and control it. It has members in each of the State's 71 counties. The association maintains an office at Portage, in Columbia County, operates some 60-odd wool-receiving agencies at country points throughout the State, and assembles wool in its warehouse in Milwaukee.

Growers may send their wool to Milwaukee by several methods of transportation. They may haul their wool there, or haul it to one of the receiving agencies from which it is picked up by truck, or they may ship it directly by a commercial trucker or by railroad. If a grower resides in any one of about 20 counties in southeast, east, and central districts, he may have his wool picked up at the farm by truck. Bags and twine for packing the wool may be

obtained from the association or any of the agencies.

When a co-op member delivers wool in the spring a flat advance is immediately paid by the association. After the wool is graded, an additional advance is paid. In order to make these advances, the cooperative obtains financing from the National Wool Marketing Corporation of Boston, through which practically all of the wool is sold.

The co-op has reported that in 1939 the flat advance paid on delivery was two-fifths of the full net returns that growers received by December 1. The average payments were made as follows:

| | <i>Cents per pound</i> |
|---|----------------------------|
| Flat advance payments (upon delivery) | 15.0 |
| Additional advance payments (after grading) | 4.2 |
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| Full advance payments made to members in the spring | 19.2 |
| Final settlements made to members in November | 17.3 |
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| Full net returns on 1939 wool (farm flock wools) | 36.5 |

In receiving an average net return of 36½ cents a pound on their wool, co-op members realized 14½ cents more per pound than the 22-cent average Wisconsin farm price of wool in 1939, as reported by the Wisconsin Crop Reporting Service. Although this profit for co-op members was unusually high the association during 8 of the 10 years since it was organized in 1930, has obtained for its members a higher net return on their wool than the growers who sold outside the cooperative.

Shearing usually begins in April. If, however, a grower sells his wool during the shearing period to a buyer, he usually sells at a price considerably

lower than the net price he might realize in the fall if he sells through the Wisconsin wool cooperative. The State association is a member of a national overhead sales organization, the National Wool Marketing Corporation, which operates on the Boston market. Experts of the national corporation market the growers' wool, selling the total consignment in an orderly manner to the mills as they need wool for manufacturing purposes. In 1939 there was sold for members of the Wisconsin Cooperative Wool Growers Association approximately 500,000 pounds of wool and pelts for \$200,000.

For 5 years a monthly house organ, *Wool News*, has been published by the association in order to give its members information concerning their organization, and matters concerning flock management and wool production.

Any Wisconsin sheep owner may join the association without paying a membership fee, annual dues, or buying stock. The cooperative reports it has prorated operating expenses to the growers each year upon a per pound basis, and has built up a substantial operating capital of \$14,000. It also has \$10,000 invested in the operating capital and reserves of the National Wool Marketing Corporation.

Reports from the association indicate that 1940 receipts have reached their all-time high—in August over 100,000 more pounds had been received than the largest tonnage of a previous year.

Eggs and Poultry

In addition to the one Wisconsin cooperative that markets eggs and poultry as its major business, a number handle these commodities as a side line