

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
Full advance payments made to members in the spring	
	19.2
Final settlements made to members in November	17.3
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

for the benefit of patrons. According to the findings of a survey made in 1939, eggs sold cooperatively by Wisconsin associations in the previous year brought \$250,000, and poultry \$50,000. These sales were made by 16 associations, only one of which, the St. Croix Cooperative Poultry and Egg Association, was handling these products as its chief activity. The other 15 associations included a number of purchasing cooperatives, creameries, and elevators, and one livestock shipping association.

Equity Cooperative Elevator Co.—One of these elevators, the Equity Cooperative Elevator Co. at River Falls in Pierce County, handles substantial amounts of eggs and poultry. This business has been developed as an accommodation to patrons. The co-op members consider that the activity brings grain business to the elevator, and that the grain dealings increase the volume of eggs and poultry brought for handling. Sales of eggs and poultry for patrons in 1939 amounted to over \$100,000. Eggs are paid for in cash.

Some of the farmers bring their eggs and poultry 20 miles to the cooperative. After grading, candling, and repacking in new cases, the eggs are hauled by a co-op truck to a dealer in Chicago. No attempt is made to pay patronage dividends, as the patrons are paid the full price for eggs and poultry minus actual operating costs of the co-op's egg and poultry department.

St. Croix Cooperative Poultry and Egg Association.—More than 25 years in operation is the record of the St. Croix Cooperative Poultry and Egg Association at Baldwin in central St. Croix County. This co-op was organized in 1915 as the Farmers Poultry Shipping Association, and reorganized in 1926. Sales of more than 340,000 dozen eggs and over 80,000 pounds of poultry made in 1939 for about 100 patrons aggregated \$75,000. The association serves farms located outside Baldwin—at Elmwood, Woodville, Spring Valley, Emerald, Wilson, Hammond, Roberts, and Glenwood City. Eggs are marketed in Chicago and New York.

Every bag of wool sent to the Wisconsin Cooperative Wool Growers Association is carefully graded and sold on grade.

