

Co-ops tighten belts & increase margins

WASHINGTON, D.C. — Net margins of the nation's farmer cooperatives climbed nearly 25 percent (24.2), but business volume declined 3.6 percent, a U.S. Department of Agriculture official

reports. Randall E. Torgerson, administrator of USDA's Agricultural Cooperative Service, said combined sales were \$66.7 billion, compared with \$69.2 billion

in 1982. Net margins were \$1.06 billion, compared with \$854 million in 1982 and \$1.4 billion in 1981.

Torgerson said the recovery on margins reflected improved management of cooperatives. It was accomplished through cost-saving initiatives and lower interest rates, he said.

Total cooperative business volume includes marketing — value of products sold; farm supplies — sales of fertilizer, chemicals, fuels, feed and other supplies to members and patrons; and receipts from related services such as trucking, storage, ginning and drying.

Total declines

Torgerson said adjustment in the number of cooperatives and memberships reflected general changes in agriculture.

Cooperative numbers continued to decline — from 6,125 in 1982 to 5,985 in 1983 — due to mergers, consolidations, acquisitions and liquidations. Memberships of 4.95 million were down 3.6 percent from 5.1 million in 1982. Memberships are higher than farm numbers because many farmers belong to more than one cooperative. Membership per association averaged 827, compared with 838 for 1982.

Marketing volume, at \$49.3 billion, was down 4.1 percent from the \$51.4 billion in 1982.

Dairy is tops

Dairy product business volume replaced grain and soybean products as the leading commodity marketed, a significant change from previous years. Dairy volume reached \$16.8 billion, up 6.3 percent. Grain and soybean products declined 11.1 percent to

\$16.2 billion. Wool and mohair, nuts, sugar and poultry volume increased. The biggest drops in volume occurred for beans and peas, down 38.4 percent, and tobacco, down 32.4 percent.

Farm supply volume was \$16.0 billion, a 2.5 percent drop from the \$16.4 billion in 1982.

Though petroleum products continued to account for the largest volume among farm supplies, \$5.4 billion, a substantial switch moved feed ahead of fertilizer. Feed sales increased 7.6 percent to \$3.6 billion, while fertilizer sales dropped 16.7 percent to \$2.8 billion.

Value of other services related to farm business rose to \$1.5 billion, a 5.3 percent increase over the \$1.4 billion in 1982.

Leading states

Minnesota and Texas were the

leading states in number of cooperatives, with 670 and 422 respectively.

States with the largest number of cooperative memberships were Minnesota, 447,843 and Wisconsin, 318,844.

Iowa accounted for the largest business volume handled by cooperatives with \$5.8 billion. California was second with \$5.4 billion.

Farmer cooperative assets totaled \$28.8 billion, a 1.0 percent increase from 1982.

Total liabilities dropped from \$17.4 billion in 1982 to \$17.3 billion in 1983.

Net worth, or member and patron equity, increased 3.3 percent, from \$11.2 billion to \$11.5 billion. The proportion of total assets financed by equity increased from 39.1 to 40.0 percent.

1983 BUSINESS VOLUME OF FARMER COOPERATIVES 1/

Commodities	Cooperatives handling Number	Business volume 2/ \$1,000
Products marketed:		
Beans and peas (dry edible)	53	82,051
Cotton products	488	1,721,517
Dairy products	418	16,765,586
Fruits and vegetables	394	4,225,728
Grain and soybean products	2,271	16,209,909
Livestock products	402	4,764,444
Nuts	35	826,703
Poultry products	63	1,006,177
Rice	62	864,721
Sugar products	47	1,682,481
Tobacco	35	393,605
Wool and mohair	183	29,153
Miscellaneous	104	698,159
Total farm products 3/	4,175	49,270,234
Supplies purchased:		
Building materials	1,796	480,725
Containers	502	96,850
Farm chemicals	3,202	1,249,882
Farm machinery and equipment	1,595	363,462
Feed	3,097	3,593,604
Fertilizer	3,226	2,836,979
Meats and groceries	413	133,242
Petroleum products	2,562	5,433,639
Seed	3,121	483,043
Other supplies	3,646	1,351,755
Total farm supplies 3/	4,243	15,951,181
Related services:		
Trucking, cotton ginning, storage, grinding, locker plants, miscellaneous 3/	4,162 4/	1,468,352
Total business	5,985	66,689,767

1/ Preliminary.

2/ Volume excludes intercooperative business.

3/ Adjusted for duplication arising from multiple activities performed by many cooperatives.

4/ Charges for services related to marketing or purchasing but not included in the volume reported for these activities.

NUMBERS, MEMBERSHIPS AND BUSINESS VOLUME BY STATE 1/

State	Headquarters in State	Memberships in State	Business Volume \$1,000
Connecticut	5	3,311	169,381
Delaware	5	10,166	103,344
Maine	9	8,125	197,501
Maryland	29	51,535	561,269
Massachusetts	17	9,042	347,624
New Hampshire	2	1,982	3/
New Jersey	24	10,506	289,781
New York	220	109,614	2,273,983
Ohio	167	149,501	2,642,054
Pennsylvania	88	69,045	1,846,825
Rhode Island	1	458	4/
Vermont	10	5,985	359,758
Virginia	110	166,997	977,912
West Virginia	45	66,499	143,787

1/Preliminary 3/ Included in dollar volume of Maine 4/ Included in dollar volume of Pennsylvania

Grange gives scholarships

HARRISBURG — Six Grange members are recipients of student scholarships provided by the Pennsylvania State Grange.

Christopher Hower of Northampton, Northampton County was selected by the State Grange scholarship board to receive the Leonard Rhone scholarship, a \$300 a year grant to a student in good grange standing to pursue a four-year study at The Pennsylvania State University. Leonard Rhone was the third master of the Pennsylvania State Grange, and the scholarship was initiated in his memory.

The following four Grange members received the Ellis Santee scholarship, an interest-free loan

of up to \$500 a year to members of the Grange and their children: Ruth Yocum of Claysville, Washington County; Reta Cox of Hookstown, Beaver County; Janet Rudy of Sewickley, Allegheny County; Luann Kohler of Rochester, Beaver County; and Corinne Dunkle of Avella, Washington County. The Santee scholarship was established by Dr. Ellis M. Santee, a country doctor from Shickshinny, Pa., and an active member of the Grange.

All scholarships are administered by the scholarship board of the Pennsylvania State Grange. The Grange is a general rural farm organization with 42,000 members in Pennsylvania.

"Twist-Lock" cups: newest innovation from the new leader



...another reason SWISH saves you more labor, more birds, and more money

The newest twist in cage watering makes cup cleaning and maintenance a real snap. It's SWISH's Twist-Lock cups for cage layers and brood-grow watering systems.

Saves labor. No more contortions with hand tools inside a cage — one simple twist of the wrist unlocks and removes the unitized cup and valve. It's that easy to maintain when necessary. But with SWISH it's hardly ever necessary. That's because our cup is self-cleaning. Our patented valve keeps the cup clean by flushing any feed particles out so birds can consume them with the water.

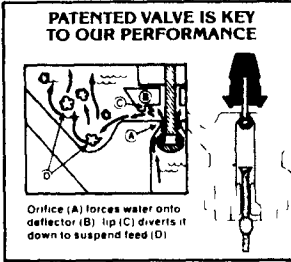
Installation is a snap too with SWISH's new cups. They simply snap into the desired location and the hose attaches to the water line outlet. These are some

of the ways SWISH's new cup saves you labor — easy installation, low maintenance, and labor savings between flocks because our cup constantly cleans itself.

Helps save more birds. Because our cup is self-cleaning, algae and bacteria growth is not a problem as with cups that don't flush out feed particles. Clean cups mean less chance of disease and less mortality. And our big cup means good access to water for a good level of bird health.

SWISH saves you money. That's the bottom line with a system that cuts labor and keeps birds alive and productive.

Get all the facts about our new cup and other SWISH innovations. See your SWISH distributor or contact us.



The NEW SWISH — total commitment to quality & service

Northeast agri systems

NORTHEAST AGRI SYSTEMS, INC.

P.O. Box 187
Fitchville, CT 06334
Phone (203) 642-7529

Local Representative
DAVID NEWMAN
(717) 299-9905

SWISH watering systems now a division of CTB Inc

CONSTRUCTION

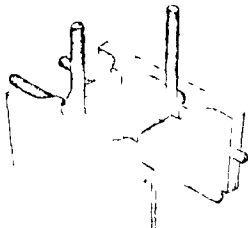
SPECIALISTS IN:

FARM BUILDINGS - EXCAVATING
MANURE PITS - SEPTIC TANKS

THE "OPEN END" IVANY BLOCK ▶

Manure Pits with:

- POURED WALLS
- BLOCK WALLS
- LAGOON SYSTEMS
- ABOVE GROUND SYSTEMS



— SPECIAL FARM PRICES —

DYNAMIC MASONRY CONTRACTORS

Gordonville, PA

Mike Fisher

Larry Herr

(717) 687-6801

After 6 PM, Call (717) 687-7217