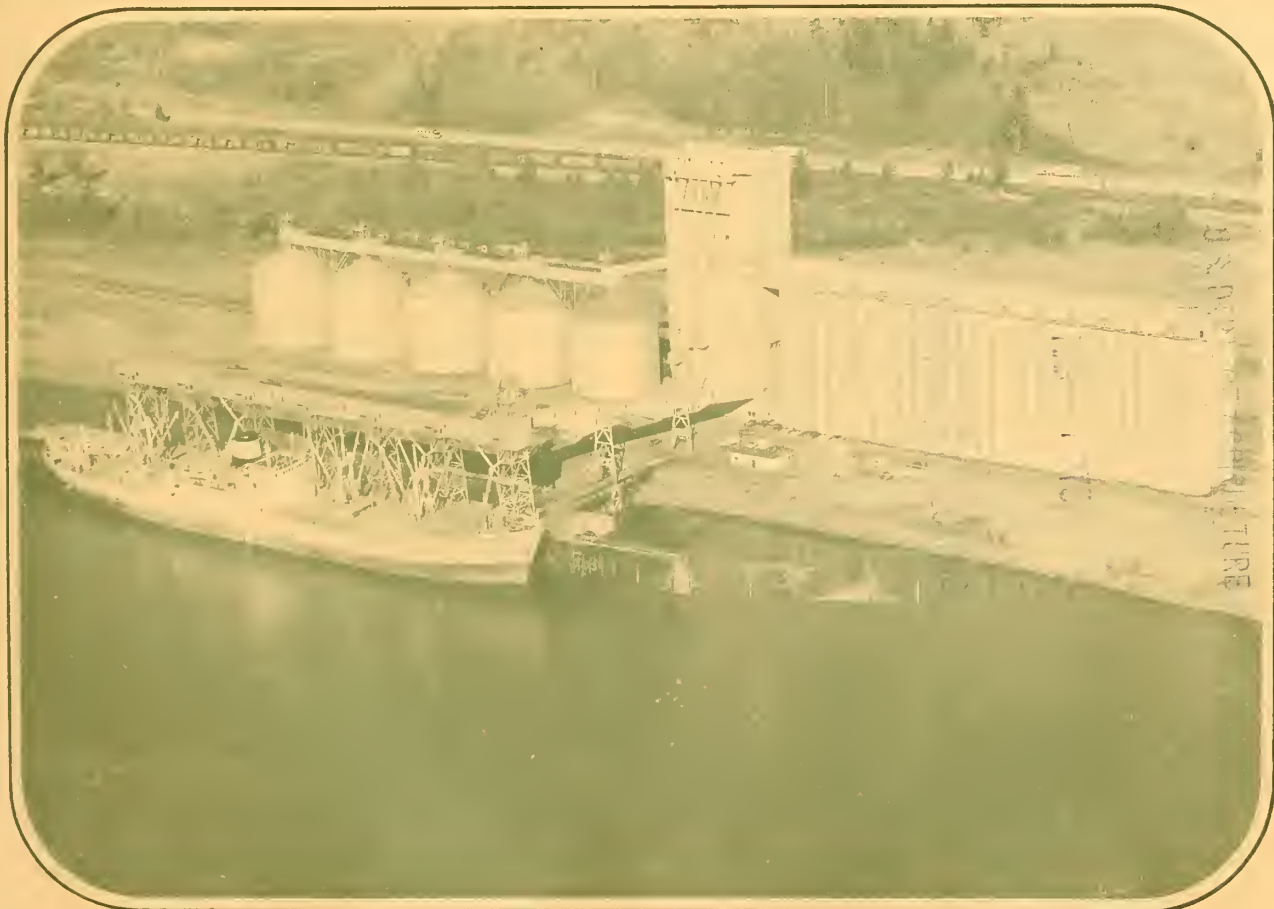


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35th ANNUAL REPORT OF THE REGIONAL GRAIN COOPERATIVES



PHOTOGRAPH BY
J. W. HARRIS

SERVICE REPORT 144

FARMER
COOPERATIVE
SERVICE

UNITED STATES
DEPARTMENT
OF
AGRICULTURE

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HIGHLIGHTS

- . Boards of directors for the 21 primary regional grain cooperatives vary in size from 5 to 35 members, according to fiscal 1973 data. More than half the grain regional boards have from 9 to 15 board members.
- . Producers make up 95 percent of total board members and managers 5 percent. For the four federations of regionals, there were twice as many managers as there were producers serving as directors.
- . Regional grain cooperatives have 2,323 member local cooperatives with elevators in 3,840 town locations. The regional share of members' out-of-area sales varies among regionals from about 25 to 80 percent.
- . The 381 country line elevators operated by 13 regionals make up 9 percent of total cooperative country elevators. In addition, there are 71 centrally controlled subterminals and terminals operated by regionals. Of this total, 29 are located on water--20 on navigable rivers, 4 on the Great Lakes, 3 on the Gulf, 1 on the Pacific coast, and 1 on the Atlantic coast. The remainder are at inland points.
- . Regionals have storage capacity for 380 million bushels of grain at terminal, subterminal and processing locations. Of this total, 58 million bushels are located at port locations, 102 million on navigable rivers, and 220 million at inland locations.
- . For fiscal years ending in 1973, regionals leased 2,214 rail hopper cars and owned 116. An additional 1,130 cars were on order. Four regionals owned or leased 90 percent of total cars on hand or on order.

- . One regional leased 50 barges and another owned 10 barges for shipments principally to the Gulf for export.
- . Regionals made total additions to terminal and subterminal storage capacity of about 5 million bushels. Other improvements included new equipment to increase the capacity to receive, dry, and load out grain. Future plans indicated that regionals will add more than 16 million bushels of storage capacity at various points during the next 2 years. Port elevators at Ama, Houston, and Baltimore will be improved to increase receiving, handling, and load-out rates.
- . The 21 primary regionals and 4 federations of regionals handled a record volume of 1.7 billion bushels of grain in 1972-73, an increase of 32 percent over the previous year. Corn and wheat accounted for more than three-fourths of the increase.
- . The 21 primary regionals disposed of their grain by selling 42 percent to domestic markets, shipping 51 percent to port positions for export, and processing 7 percent in their own cooperative plants.

2021
35th ANNUAL REPORT OF THE
REGIONAL GRAIN COOPERATIVES //

Stanley K. Thurston
Senior Agricultural Economist - Grain 1/

This report reflects 1973 fiscal year operations of 21 primary regional grain cooperatives and 4 federations of regionals. Fiscal years for these cooperatives ended in a range from April to December.

GENERAL DESCRIPTION OF REGIONALS

A primary regional grain cooperative is defined generally as a cooperative that purchases or handles grain from local line or affiliated elevators or producers within a relatively large land area ranging from several counties to several States. Usually a regional will have terminal storage facilities to physically receive grain. However, some regionals do not have terminal facilities but they do purchase and expedite direct shipments of grain from local elevators to sales destinations. A federation of regionals is a cooperative that is owned and controlled by two or more primary regionals.

Organization

These grain regionals are made up of diverse organizational types. Most are solely grain marketing cooperatives; however, some are grain divisions of large overall cooperative organizations. Grain regionals may be federated or centralized cooperatives, or a combination of the two. Control of all regionals lies ultimately with producers.

1/ The author gratefully acknowledges the analytical contributions to subject matter by James O. Johnson.

Grain regionals are largely of the federated type that have local member cooperatives with independent boards of directors and management. The regional's board is generally elected by representatives or delegates from areas served by the regionals. Directors are largely producer members but in some instances may be local managers.

Regionals of the centralized type own and operate local elevators. The local elevators do not have an independent board of directors. However, they may have a local advisory board. The centralized regional's board is elected in the same general manner as is a federated regional.

Board Members

The number of members on the board of directors of regionals varied from 5 to 35 for fiscal years ending 1973 (table 1). Those with the largest number of board members were Riceland Foods (35), Missouri Farmers Association (32), and Landmark (26). The smallest boards were those of Tennessee Farmers and Mid-States Terminals, each with five.

Five of the 21 primary regionals had 1 or more local cooperative managers on their boards. Altogether, the primary regionals had 292 directors, of which 276 were producers and 16 were local managers.

For the federations of regionals, there were twice as many local managers as there were producers serving as directors--24 compared with 12.

In recent years some regionals have reduced the number of board members to obtain more decisive and quicker actions needed in today's fast-moving business environment. More than one-half of the grain regional boards have from 9 to 15 board members, with the average being 13.

Table 1--Number of grain producers and managers of local cooperatives comprising boards of directors of regional grain cooperatives, fiscal 1973

Name of regionals	: Board members that are--:		Total board members
	: Producers	: Co-op managers:	
Primary regionals:	<u>Number</u>		
Agway Inc.	18	0	18
FCX, Inc.	11	0	11
FAR-MAR-CO	11	1	12
Farmers Grain Cooperative	14	0	14
Farmers Grain Dealers Ass'n	9	3	12
Farmers Union Grain Terminal Ass'n	13	0	13
Gold Kist Inc.	15	0	15
Illinois Grain Corporation	11	0	11
Indiana Grain Cooperative	11	0	11
Inland Empire Pea Growers	9	0	9
Landmark, Inc.	26	0	26
Michigan Elevator Exchange	8	5	13
Missouri Farmers Association	32	0	32
North Pacific Grain Growers	7	2	9
Ohio Farmers Grain Corporation	4	5	9
Producers Grain Corporation	9	0	9
Riceland Foods, Inc.	35	0	35
South Dakota Wheat Growers	14	0	14
Southern States Cooperatives	7	0	7
Tennessee Farmers Cooperative <u>1/</u>	5	0	5
Union Equity	<u>7</u>	<u>0</u>	<u>7</u>
Total	276	16	292
Federations of regionals:			
Farmers Export Co.	3	11	14
K.C. Terminal Elevator	6	2	8
Mid-State Terminals	1	4	5
St. Louis Grain Corp.	<u>2</u>	<u>7</u>	<u>9</u>
Total	12	24	36

1/ Grain Operations were purchased by Gold Kist in 1974.

Local Member Cooperatives

Regional grain cooperatives have 2,323 member local cooperatives or associations (table 2). These locals have 3,840 country elevators in towns or rural locations. The member locals generally do not have a formal commitment to sell grain to their regional. Many sell a significant volume of grain outside of cooperative channels rather than to their regional. It is estimated that the regional's share of members' out-of-area sales varies among regionals from about 25 to 80 percent.

Line or Centrally Controlled Local Elevators

There are 381 country line elevators operated by 13 of the regionals. This type of elevator makes up 9 percent of the country elevators affiliated with or owned by regional grain cooperatives. The percentage of line elevators has increased slightly over the past 10 years, but it remains a relatively small portion.

In addition to the 381 line country elevators, there are 71 centrally controlled subterminals and terminals operated by the regional grain cooperatives. These are established primarily to serve member cooperatives and smaller line elevators.

FACILITIES OF REGIONALS

Regional grain cooperatives have steadily improved and expanded terminal and subterminal grain facilities over the years. In recent years, new facilities have been constructed or acquired, principally at port and river points and at inland points where country terminals or subterminals have been built to facilitate multicar and unit-train shipments. Regionals also own and operate several processing plants.

To more effectively market grain and processed products, regionals have leased or acquired a significant number of rail hopper cars, and some river barges.

Elevators and Processing Facilities

Regionals have 71 terminal and subterminal elevators including storage facilities at seven soybean processing plants. Also, regionals have 7 other grain processing plants, not including feed mills (fig. 1 and app. table 1). Regionals also have a large number of line and member country elevators as shown in table 2. Altogether, grain regionals have storage for 380 million bushels of grain at their terminal, subterminal, and processing locations. Of this total, 58 million bushels are at port locations, 102 million on navigable rivers, and 220 million at inland locations (fig. 2).

A breakdown of the 220 million bushels of capacity at inland locations reveals 165 million bushels at grain merchandising elevators, 44 million bushels at soybean plant elevators, and 11 million bushels at other grain processing plants.

Elevators Served by Water Transportation

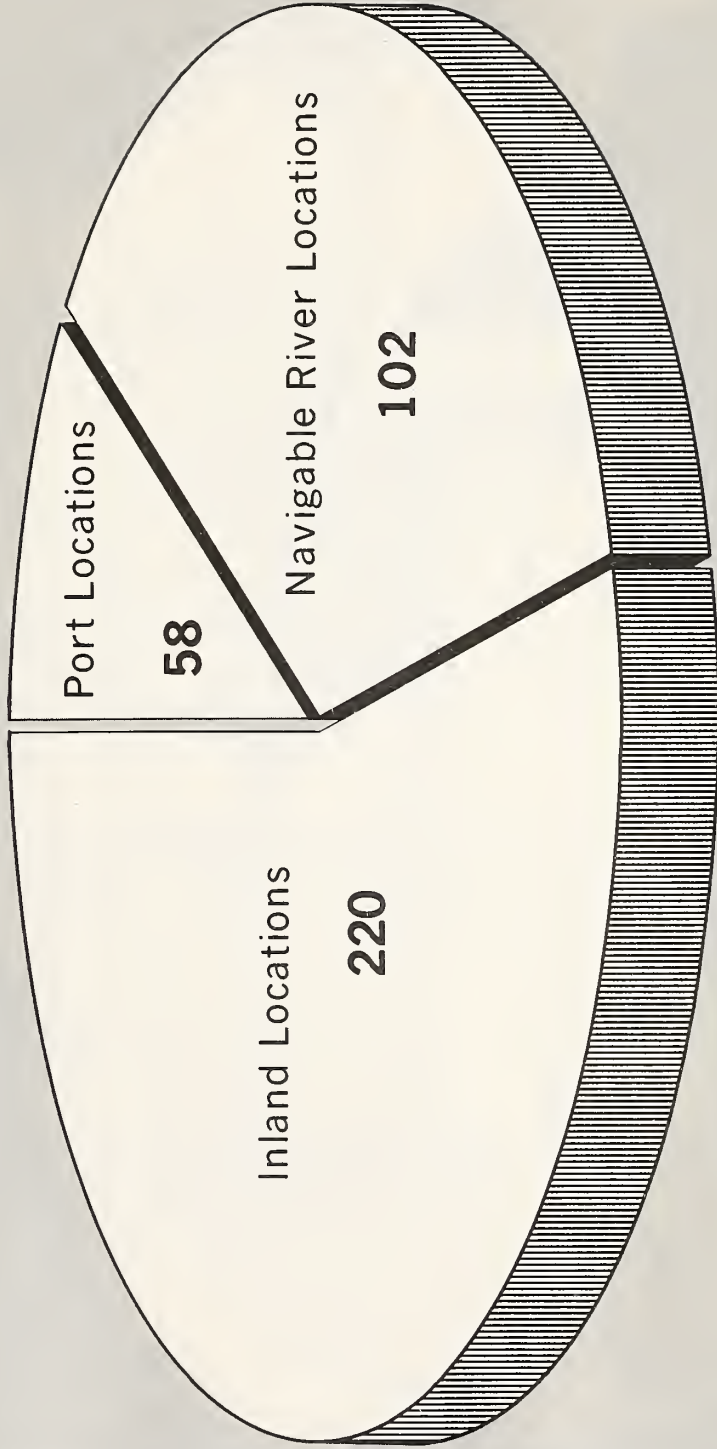
Regionals have 29 of their terminal and subterminal elevators located on navigable rivers or at a port location. Twenty elevators are located on navigable rivers, 4 on the Great Lakes, 3 on the Gulf coast, 1 on the Pacific coast, and 1 on the Atlantic coast (fig. 3 and app. table 2).

FIG. 1--LOCATION OF REGIONAL GRAIN MARKETING SERVICES AND THEIR SUB-TERMINAL AND TERMINAL ELEVATORS, 1973



**FIG. 2--STORAGE CAPACITY OF ALL
REGIONAL GRAIN COOPERATIVES, 1973***

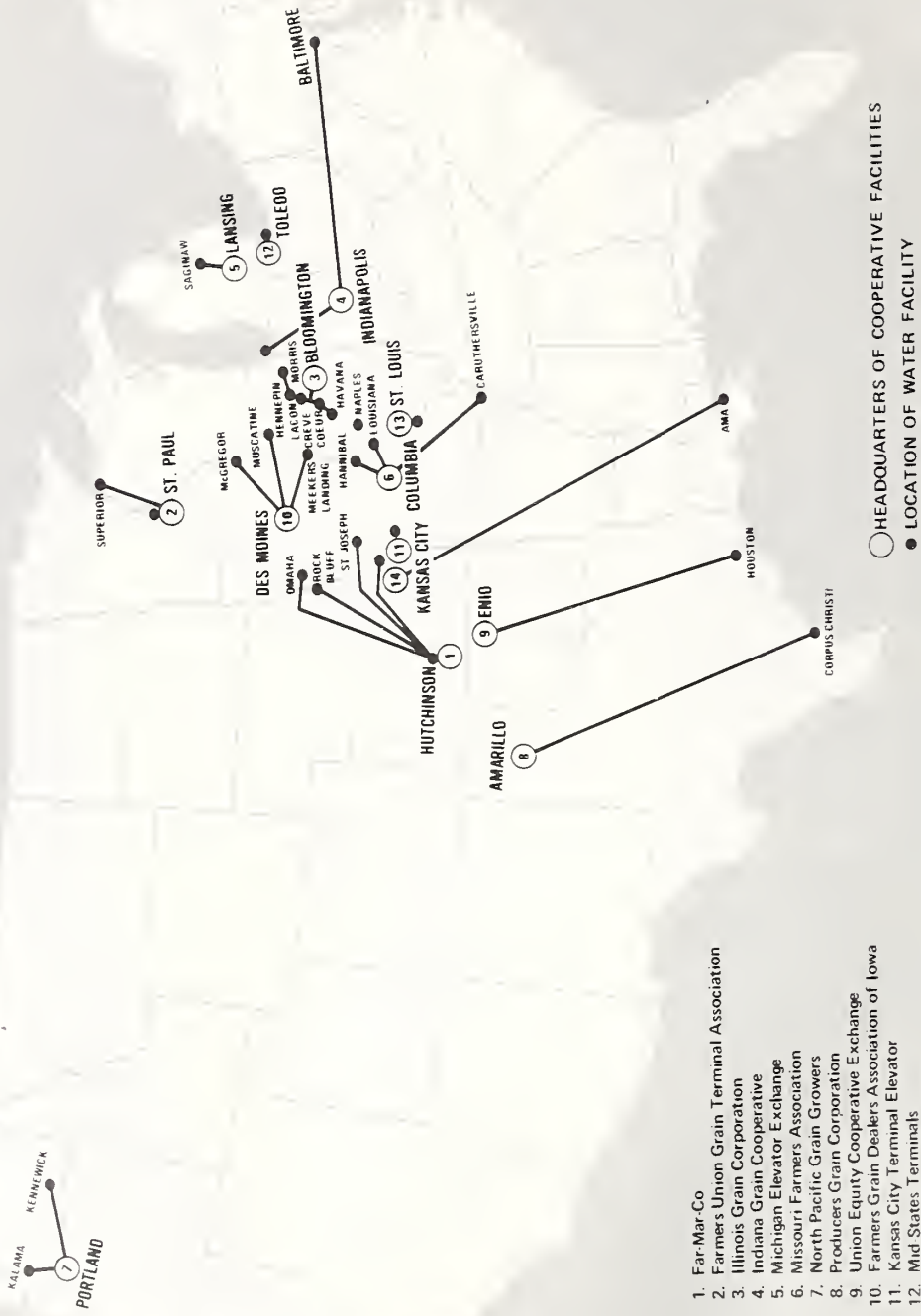
MILLION BUSHELS



***EXCLUDES LARGE AMOUNTS OF STORAGE CAPACITY
IN LINE AND AFFILIATED MEMBER ELEVATORS.**

Total Capacity = 380

FIG. 3--COOPERATIVE GRAIN FACILITIES LOCATED ON WATER, 1973



1. Far-Mar-Co
2. Farmers Union Grain Terminal Association
3. Illinois Grain Corporation
4. Indiana Grain Cooperative
5. Michigan Elevator Exchange
6. Missouri Farmers Association
7. North Pacific Grain Growers
8. Producers Grain Corporation
9. Union Equity Cooperative Exchange
10. Farmers Grain Dealers Association of Iowa
11. Kansas City Terminal Elevator
12. Mid States Terminals
13. St. Louis Grain Corporation
14. Farmers Export Company

Table 2--Number of member local associations and elevator locations, number of line country elevators, and number of terminal and subterminal elevators for regional grain cooperatives, fiscal 1973

Regional grain cooperative	Member local associations	Elevator locations	Line country elevators	Terminals or subterminals ^{1/}
Agway Inc.	60	60	0	0
FCX, Inc.	0	0	13	1
FAR-MAR-CO	580	1,200	0	10
Farmers Grain Cooperative	13	22	3	1
Farmers Grain Dealers Ass'n	354	400	0	6
Farmers Union Grain Terminal Ass'n	428	460	157	7
Gold Kist Inc.	8	8	23	1
Illinois Grain Corporation	230	400	0	6
Indiana Grain Cooperative	77	237	0	6
Inland Empire Pea Growers	0	0	7	1
Landmark, Inc.	64	144	0	5
Michigan Elevator Exchange	50	57	21	3
Missouri Farmers Association	24	24	85	7
North Pacific Grain Growers	48	254	0	3
Ohio Farmers Grain Corporation	99	120	3	1
Producers Grain Corporation	113	162	0	6
Riceland Foods, Inc.	0	0	27	2
South Dakota Wheat Growers	0	0	13	1
Southern States Cooperative	0	0	7	0
Tennessee Farmers Cooperatives ^{2/}	1	1	21	0
Union Equity	174	291	1	4
Total	2,323	3,840	381	71

^{1/} Includes storage facilities for grain merchandising and soybean processing and excludes storage for other processing facilities.

^{2/} Grain operations were purchased by Gold Kist in 1974.

Thus, cooperatives have significant port facilities in most important coastal areas and several elevators on the major navigable rivers. The storage capacity of these elevators located on water represents nearly 50 percent of regionals' total storage capacity for grain merchandising elevators.

Leased and Owned Transportation Equipment

Grain regionals involved in high volume shipments to port positions are finding it increasingly important to have their own hopper cars. At the end of fiscal year 1973, they leased 2,214 hopper cars and owned 116 cars. An additional 1,130 leased cars were on order. This would make a total of 3,460 hopper cars under lease or ownership. Four regionals leased or owned nearly 90 percent of this total. The cars are used mostly for multicar or train-load shipments to port elevators for export.

One regional leased 50 barges and another regional owned 10 barges at the end of fiscal 1973. These barges are used principally for shipments to the Gulf for export.

Recent and Proposed Improvements

Illinois Grain Corporation built new storage for 330,000 bushels at Morris, and added a truck dump and a 4,000-bushel-per-hour drier. A drier of similar capacity was added at Lacon. Plans were made to add storage for 300,000 bushels and to add a 4,000 bushel-per-hour drier at Hennepin in fiscal 1974. It is anticipated that improvements will be made at all six river elevators in fiscal 1975.

Union Equity has made significant improvements in its dust control systems at Enid and Houston and added a bulk-weigher scale and new office at Houston. Plans call for improvements in dust control at Enid. By October 1974, it was expected that rail unloading and ship loading speeds at Houston would be increased by one-third. The railcar unloading rate would be more than 300 cars in 24 hours. Maximum loading rate to vessels would be 90,000 bushels per hour.

Farmers Grain Dealers Association added pollution control equipment at Des Moines and McGregor. The capacity of the receiving leg at McGregor was increased. Plans called for addition of truck scales and unloading legs at Des Moines.

Indiana Grain Cooperative added storage space for 1 million bushels at Princeton. Planned were a new 5-million-bushel subterminal at Logansport and additional storage of 2 million at Chicago. The loading out rate to ships were to be increased at Baltimore.

Missouri Farmers Association increased storage capacity as follows: Lamar, 280,000 bushels; Louisiana, 1 million bushels; and Mexico 1.1 million bushels. Plans called for revamping all elevator machinery at Hull, Ill., in 1974.

Gold Kist completed a new 2,000-ton-a-day soybean processing plant near Decatur, Ala., in the fall of 1974. Gold Kist acquired the grain facilities and operations of Tennessee Marketing Services in 1974.

Ohio Farmers Grain Corporation added storage space for 800,000 bushels at Fostoria. In 1975, the cooperative expects to add 500,000 bushels more along with a new truck dump.

North Pacific Grain Growers added air and water pollution equipment at its port elevator in Kalama, Wash.

Michigan Elevator Exchange added a 3,000-bushel-per-hour grain drier at both Ottawa Lake and Saginaw. Plans call for adding 4 million bushels of storage at Ottawa Lake and 2 million bushels at Saginaw. Also, grain cleaning capacity and car load-out capacity will be increased at both Ottawa Lake and Saginaw.

A new 1-million-bushel grain elevator is planned for Battle Creek in 1976.

Southern States leased an 800,000-bushel elevator at Lynch, Md. Plans call for adding storage, improving equipment, and increasing load-out rate at several elevator locations.

St. Louis Grain Corporation plans to add 388,000 bushels of storage to its elevator in East St. Louis, Ill., and add 1.1 million bushels to its elevator in St. Louis, Mo. Other substantial improvements are also planned for the St. Louis elevator.

South Dakota Wheat Growers added 100,000 bushels of storage at Columbia, S.Dak.

Tennessee Farmers Cooperative added 50,000 bushels of storage at Springfield and 75,000 bushels at Huntingdon. A continuous-flow drier was also added at Springfield.

Farmers Cooperative Exchange (FCX) added 25,000 bushels of storage at Lake City. Plans are to add 50,000 bushels of storage at Florence and 100,000 bushels at Farmville. Hydraulic dumps will be installed at Mt. Olive and Farmville.

Inland Empire Pea Growers added 223,000 bushels of storage at Spangle and air pollution control equipment at Spokane.

Farmers Export Co. at Ama, La., has plans for a second inbound switch track to provide space for more than 100 railcars. The cooperative also has plans for a new type barge unloader that will be ready in early 1975. With these new facilities, a barge can be unloaded in a little more than 1 hour, compared with about 4 hours at the present time.

GRAIN VOLUME AND DISPOSITION

Regional grain cooperatives handled a record volume of grain in 1972-73. This reflected the industrywide reduction in inventories to meet increased foreign demand, favorable grain production in 1972, and the ability of regionals to handle a greater volume.

Grain Volume

The 21 primary regionals handled a total of 1.7 billion bushels in 1972-73, compared with 1.3 billion the previous year--an increase of 32 percent (table 1). Corn and wheat accounted for more than three-fourths of that increase. The four federations of regionals handled 258 million bushels compared with 245 million the previous year. Wheat, corn, soybeans, and sorghum, in order of largest volume, comprised 93.5 percent of total grain handled. An analysis of volume handled for each grain is shown in figure 4.

Grain Disposition

In 1972-73, 21 primary regionals disposed of their grain by selling 42 percent to the domestic markets, shipping 51 percent to port positions for export, and processing 7 percent in their own cooperative plants, (table 4). This reflects an increase in proportion of export disposition and a decrease in domestic disposition compared with the previous year.

Direct exports represented 9 percent of the export movements of the 21 primary regionals in 1972-73 compared with 11 percent in 1971-72. For the four federations of regionals, direct exports were 61 percent of their exports in 1972-73 compared with 56 percent in 1971-72. Because a large portion of indirect export sales of regionals moved to the federation of regionals, duplicate volume was reflected in total export movement of cooperatives. After eliminating such duplication, the net total grain shipped to an export position in 1972-73 was 936.7 million bushels. Total direct exports by the 21 primary regionals and the 4 federations of regionals were 220.6 million bushels. This represented 23.6 percent of total co-op export movements.

The overall picture of grain disposition by regionals can be visualized better by referring to figure 5.

Table 3--Grain disposition (sold or processed), by kind of grain, regional grain cooperatives, fiscal 1972 and 1973

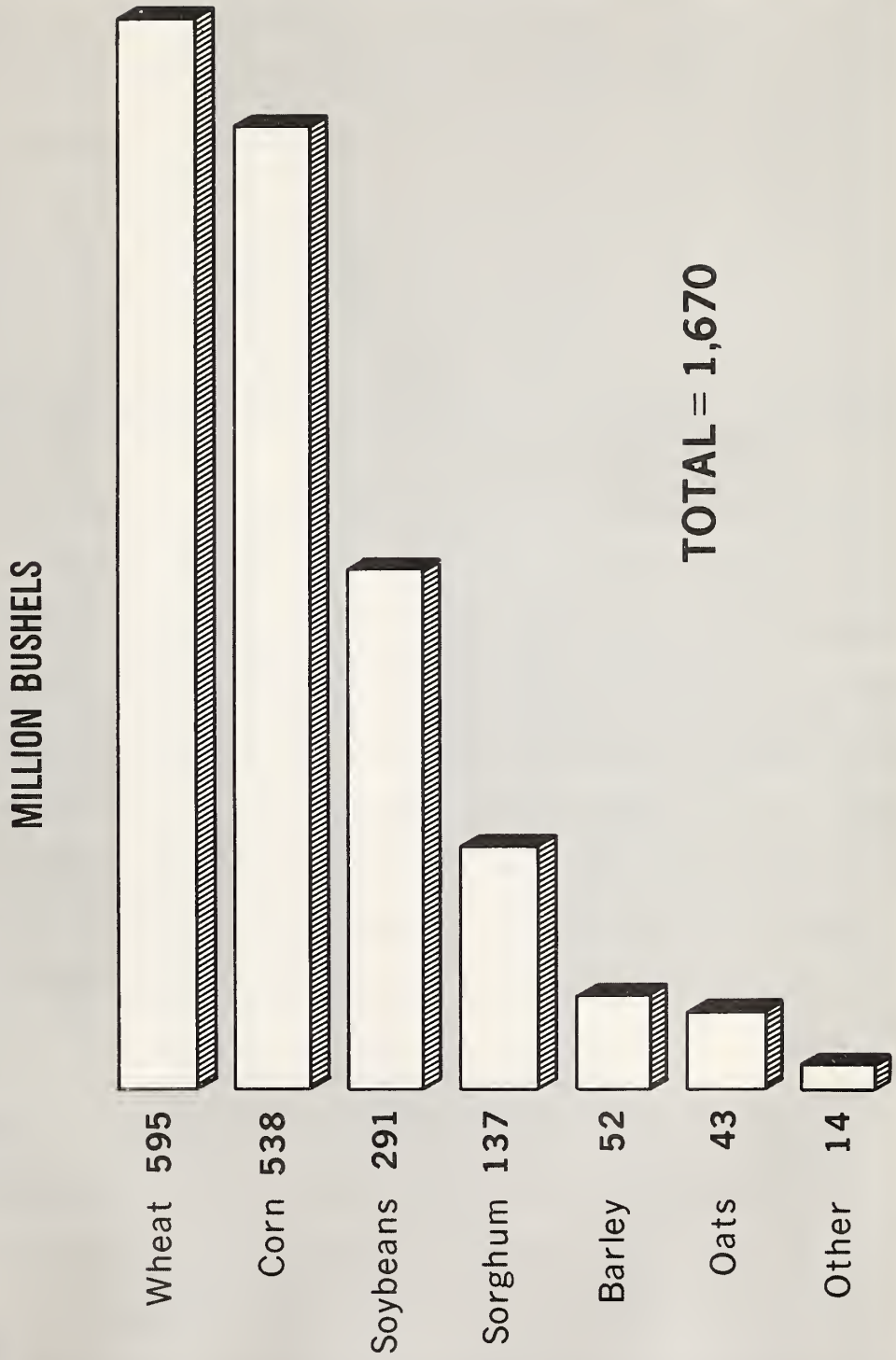
Kind of regional and grain	:	1972	:	1973
<u>Million bushels</u>				
Primary regionals:				
Wheat		421.4		595.1
Corn		382.6		538.1
Oats		32.2		43.3
Barley		37.6		51.6
Sorghum		108.5		137.4
Soybeans		257.7		291.6
Rye		4.1		4.7
Flax		4.4		6.7
Other		<u>3.7</u>		<u>2.1</u>
Total		1,252.2		1,670.6
Federations of regionals:				
Wheat		10.9		17.4
Corn		147.7		156.1
Oats		8.2		8.8
Sorghum		2.8		1.7
Soybeans		<u>75.3</u>		<u>73.7</u>
Total		244.9		257.7

Table 4--Grain disposition by type of outlet for 21 primary regional grain cooperatives and 4 federations of regionals, fiscal 1972 and 1973

Type of outlet	1972	1973
	<u>Million bushels</u>	
Primary regionals:		
Processed in own plant	106.9	115.9
Domestic sales	<u>634.2</u>	<u>705.0</u>
Total domestic disposition	741.1	820.9
Export sales <u>1</u> /:		
Indirect exports	452.5	771.0
Direct exports	<u>58.6</u>	<u>78.6</u>
Total export disposition	<u>511.1</u>	<u>849.6</u>
Total disposition	1,252.2	1,670.5
Federations of regionals <u>2</u> /:		
Domestic sales	25.7	25.6
Export sales <u>1</u> /:		
Indirect	97.0	90.1
Direct	<u>122.3</u>	<u>142.0</u>
Total export disposition	<u>219.3</u>	<u>232.1</u>
Total disposition	244.9	257.7

1/ Export sales means the total grain shipped to a port position including f.o.b. sales at inland elevator to noncooperative grain firms. Direct export sales reflect volume handled through a co-op port elevator which is sold directly to foreign buyers. 2/ The volume of these cooperatives largely originates from the 21 primary regionals.

**FIG. 4--VOLUME OF GRAIN HANDLED BY 21 PRIMARY REGIONAL
GRAIN COOPERATIVES, FISCAL YEAR ENDING 1973**



Regional Cooperative Volume
as a Percentage of Farm Sales

Grain sales by 21 regional grain cooperatives reached a record volume of 1.7 billion bushels in 1972-73, compared with about 1.2 billion for each of the 3 previous years (table 5). Regionals' sales were compared with total farm sales of grain to determine cooperatives' share. In 1972-73, regionals' sales were 23 percent of total farm sales of grain. This was slightly higher than in previous years and is one indication that regionals did a better job of handling their members' grain in 1972-73.

Regionals' sales as a percent of farm sales in crop year 1972 were higher for wheat than any other grain--40.7 percent (table 6). Percentages for other grains ranged from 16 to 23 percent. Carryover inventories at beginning and end of a year affect this percentage somewhat; so, it is not a precise measure. However, it does provide an indication of the share of farm sales that have been handled by regional grain cooperatives. The relatively higher percentage for wheat reflects the higher proportion of wheat moving into export channels and the ability of regional cooperatives to originate export movements.

SHIPMENTS TO PORTS FOR EXPORT

Shipments of grain from all regional cooperatives to elevators in port areas totaled 937 million bushels in fiscal 1973, compared with 541 million in fiscal 1972, a rise of 73 percent (table 7). This increase of 396 million bushels primarily reflected the tremendous increase in foreign demand for grain. The largest increases occurred for wheat and corn.

Table 5--Farm grain sales, regional cooperative sales and percent of farm sales handled by regional grain cooperatives, crop years 1969 through 1972 1/.

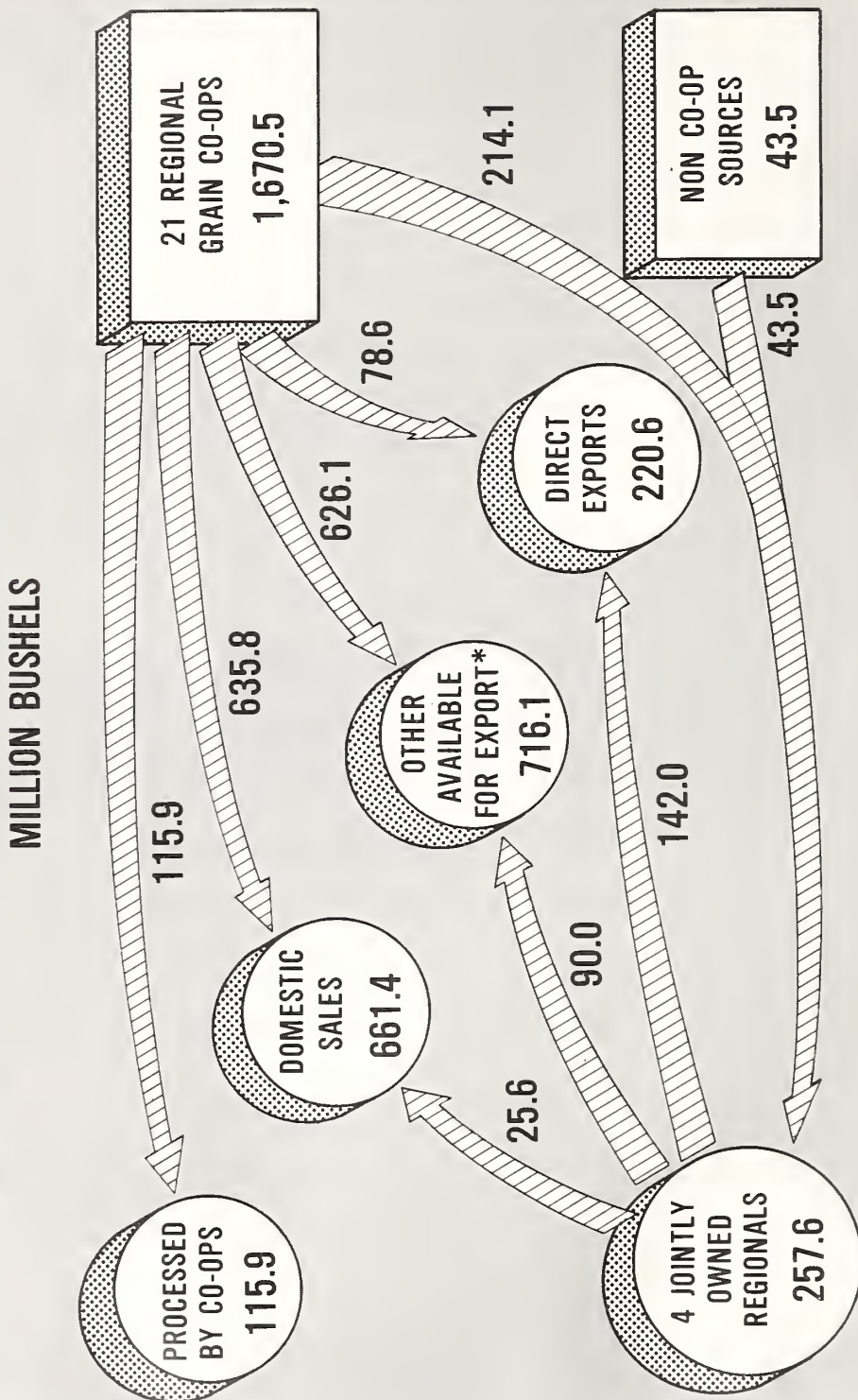
Crop years	U.S. farm sales	Regional co-op sales	Regional sales as a % of farm sales
	<u>Mil. bu.</u>	<u>Mil. bu.</u>	<u>Percent</u>
1969-70	6,300	1,149	18.2
1970-71	5,886	1,197	20.3
1971-72	7,229	1,238	17.1
1972-73	7,212	1,670	23.2

1/ Includes following grains: wheat, corn, oats, barley, sorghum, soybeans, rye, and flax.

Table 6--Proportion of total farm grain sales handled by primary regional grain cooperatives, crop years 1969-1972

Kind of grain	Crop year			
	1969	1970	1971	1972
	<u>Percent of farm sales</u>			
Wheat	32.5	33.0	27.2	40.7
Corn	12.5	14.1	11.9	16.6
Oats	6.7	9.1	9.1	16.3
Barley	11.3	17.6	10.7	16.6
Sorghum	16.9	20.6	17.2	21.3
Soybeans	20.3	23.2	22.3	23.4
Rye	11.1	12.9	9.3	20.0
Flax	<u>20.6</u>	<u>17.2</u>	<u>22.2</u>	<u>53.8</u>
Average	18.2	20.3	17.1	23.1

FIG. 5--ESTIMATED GRAIN DISPOSITION FOR ALL REGIONAL GRAIN COOPERATIVES, FISCAL YEAR ENDING 1973



* INCLUDES OTHER EXPORT GRAIN ORIGINATING FROM REGIONAL GRAIN COOPERATIVES WHICH MOVES TO COOPERATIVE AND NON-COOPERATIVE PORT ELEVATORS AND IS SOLD TO BUYERS IN THE U.S. FOR EXPORT.

Percent of Regionals' Grain Shipped to Port Areas

The 21 primary regionals handled 1.6 million bushels of the four major grains--wheat, corn, soybeans, and sorghum. Of this total, 921 million bushels moved to port areas--59 percent (table 8).

The percentage of total volume shipped to port areas was 71 percent for wheat, 54 percent for sorghum, 54 percent for corn, and 44 percent for soybeans.

A significant amount of this grain was shipped by regionals to port areas and sold for export. Some grain was sold at inland cooperative elevators to buyers who shipped such grain to port elevators. The total of such movements made up our data on export shipments or movements from regional cooperatives.

Shipments to Specific Port Areas

Of the total shipments of the four major grains by regionals to port areas, by far the largest volume was shipped to the Gulf--671.4 million bushels or 73 percent of the total (table 9). Next in order of importance were the shipments to the Lakes totaling 103.9 million bushels, to the Pacific 78.0 million, and to the Atlantic 67.7 million. Of the shipments to the Gulf, wheat made up 45 percent of the total, followed by corn with 32 percent. For Lake shipments, corn and wheat were most important. For the Pacific, almost all shipments were wheat. For the Atlantic, corn made up more than one-half of shipments and soybeans about 30 percent of total.

Table 7--Grain shipments to port areas, by kind of grain, all regional grain cooperatives, 1972 and 1973 fiscal years

Kind of grain	:	1972	:	1973
<u>Million bushels</u>				
Wheat		250.1		423.8
Corn		151.3		293.2
Sorghum		45.0		74.3
Soybeans		88.7		129.7
Other		<u>6.1</u>		<u>15.7</u>
Total		541.2		936.7

Table 8--Total volume handled and the shipments to port areas, all regional grain cooperatives, 4 major grains, fiscal year 1973

Kind of grain	:	Total volume handled ^{1/}	:	Shipments to port areas ^{2/}	:	Percent shipped to port areas
<u>Million bushels</u>						
Wheat		595.1		423.8		71.2
Corn		538.1		293.2		53.8
Sorghum		137.4		74.3		54.1
Soybeans		<u>291.6</u>		<u>129.7</u>		<u>44.5</u>
Total		1,562.2		921.0		59.0

^{1/} Excludes volume of 4 federations of regionals.

^{2/} Includes the nonmember volume of Farmers Export Co. and Mid-States Terminals.

Shipments by Mode of Transportation

Rail shipments of the four major grains to port areas totaled 558.1 million bushels or 64 percent of the total (table 10). Of this amount, about 80 percent moved under a single-car rate. A significant volume moved in train-loads at the single-car rate. It was expected that similar data for fiscal years ending in 1974 would show a substantial increase in volume moved under train-load rates. Such rates are primarily applicable to corn and soybeans.

Barge shipments totaled 216.1 million bushels, or 25 percent of total shipments for all modes. This principally reflects shipments on the Mississippi, Illinois, Columbia, and Missouri Rivers.

Truck shipments totaled 103.4 million bushels. Most of the truck shipments went to Lake and Texas Gulf ports.

Shipments to Non-Co-op Port Elevators

Of the total amount of the four major grains shipped to port areas by regionals, 577.4 million bushels, or 66 percent, moved to port elevators of cooperatives. The portion of total co-op export movement that went to co-op port elevators was highest for sorghum and soybeans, 76 and 73 percent, respectively.

The volume of the four major grains that moved to non-co-op port elevators totaled 313.3 million bushels or 34 percent of total co-op export movement (table 11). This represents a significant volume that is roughly equivalent to the throughput volume for three or four port elevators. About 85 percent of this volume originated with only four of the regional cooperatives.

Table 9--Grain shipments to ports, by port area, and by kind of grain, regional grain cooperatives, fiscal 1973

Kind of grain ^{1/}	Port area					Total
	Atlantic	Gulf	Lakes	Pacific		
	<u>Million bushels</u>					
Wheat	8.6	301.8	35.9	77.5		423.8
Corn	39.3	211.7	42.2	-		293.2
Sorghum	-	73.8	-	0.5		74.3
Soybeans	<u>19.8</u>	<u>84.1</u>	<u>25.8</u>	<u>-</u>		<u>129.7</u>
Total	67.7	671.4	103.9	78.0		921.0

^{1/} Data is shown for 4 major grains.

Table 10--Grain shipments to port areas, by mode of transportation, regional grain cooperatives, fiscal 1973 ^{1/}

Mode of transportation	Volume of grain shipped
	<u>Million bushels</u>
Truck	103.4
Barge	216.1
Rail:	
Single-car ^{2/}	455.6
3 to 15 cars	14.8
25 cars	17.7
50 cars and over	<u>80.0</u>
Total rail	<u>558.1</u>
Total--all modes	877.6

^{1/} Includes export volume for 16 of 21 primary regionals and 2 of the federations of regionals. Nonmember volume of Farmers Export Co. and Mid-States was not included. ^{2/} This volume pertains to the rail rate under which cars were shipped in multicar or train-load units at single-car rates.

Table 11--Summary of grain shipped to cooperative and non-co-op port elevators, by kind of grain, 1973 fiscal year

Kind of grain	Volume shipped to port elevators by regional grain cooperatives			
	Total	To co-op elevators	To non-co-op elevators	Percent to a non- co-op elevator
	-----Million bushels-----			Percent
Wheat	423.8	265.9	157.9	37.3
Corn	293.2	161.9	102.3	34.9
Sorghum	74.3	56.6	17.7	23.8
Soybeans	<u>129.7</u>	<u>93.0</u>	<u>35.4</u>	<u>27.3</u>
Total	921.0	577.4	313.3	34.0

APPENDIX

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Appendix table 1--Location and storage capacity of grain terminals and subterminals, regional grain cooperatives, 1973

Regional name and location	: Facility : code <u>1</u> / :	Location of facility	: Storage : capacity <u>2</u> / 1,000 bu.
FAR-MAR-CO			
Hutchinson, Kans.	H		
	E	Hutchinson, Kans.	23,905
	E	Wichita, Kans.	10,423
	E	Rock Bluff, Nebr.	258
	E	Denver, Colo.	4,951
	E	Tremont, Nebr.	2,146
	E	Topeka, Kans.	12,055
	E	Kansas City, Kans.	10,508
	E	Lincoln, Nebr.	14,607
	E	Omaha, Nebr.	6,019
	S	St. Joseph, Mo.	<u>9,114</u>
		Total	93,986
Farmers Grain Cooperative			
Ogden, Utah	H		
	E	Ogden, Utah	7,500
Farmers Union Grain Terminal Association			
St. Paul, Minn.	H		
	E	St. Paul, Minn.	5,300
	S	Mankato, Minn.	4,000
	P	Winona, Minn.	1,400
	P	Minneapolis, Minn.	4,100
	P	Rush City, Minn.	200
	E	Superior, Wis.	18,400
	E	Milwaukee, Wis.	6,300
	P	Fridley, Minn.	3,350
	E	Shelby, Mont.	750
	E	Lewiston, Mont.	500
	E	Great Falls, Mont.	630
	E	Sioux City, Iowa	850
	P	Chicago, Ill.	<u>1,500</u>
		Total	47,280

See footnotes at end of table.

Continued

Appendix table 1--Location and storage capacity of grain terminals and subterminals, regional grain cooperatives, 1973
Continued

Regional name and location	: Facility : code <u>1/</u> :	Location of facility	: Storage : capacity <u>2/</u>
			<u>1,000 bu.</u>
Illinois Grain Corporation			
Bloomington, Ill.	H		
	E	Morris, Ill.	550
	E	Hennepin, Ill.	190
	E	Lacon, Ill.	190
	E	Creve Coeur, Ill.	1,470
	E	Havana, Ill.	720
	E	Naples, Ill.	<u>292</u>
		Total	3,412
Indiana Grain Cooperative			
Indianapolis, Ind.	H		
	E	Indianapolis, Ind.	9,000
	E	Princeton, Ind.	1,500
	E	Louisville, Ky.	2,500
	E	Baltimore, Md.	4,000
	E	Chicago, Ill.	6,750
	E	Red Key, Ind.	<u>3,250</u>
		Total	27,000
Michigan Elevator Exchange			
Lansing, Mich.	H		
	E	Ottawa Lake, Mich.	4,000
	E	Saginaw, Mich.	2,000
	E	Maryville, Mich.	300
	P	Quincy, Mich.	<u>250</u>
		Total	6,550
Missouri Farmers Association			
Columbia, Mo.	H		
	S	Mexico, Mo.	3,068
	E	Louisiana, Mo.	2,600
	E	Hannibal, Mo.	1,300
	E	Caruthersville, Mo.	1,270
	E	Higginsville, Mo.	817
	E	Lamar, Mo.	780
	E	Hayti, Mo.	<u>230</u>
		Total	10,065

Appendix table 1--Location and storage capacity of grain terminals and subterminals, regional grain cooperatives, 1973
Continued

Regional name and location	: Facility : code <u>1/</u>	: Location of : facility	: Storage : capacity <u>2/</u>
			<u>1,000 bu.</u>
North Pacific Grain Growers, Inc.			
Portland, Oreg.	H		
	E	Kalama, Wash.	4,152
	E	Kennewick, Wash.	3,906
	E	Spokane, Wash.	<u>1,862</u>
Total			9,920
Ohio Farmers Grain Corporation			
Fostoria, Ohio	H		
	E	Fostoria, Ohio	3,800
Producers Grain Corporation			
Amarillo, Tex.	H		
	E	Amarillo, Tex.	7,160
	E	Plainview, Tex.	4,826
	E	Lubbock, Tex.	8,073
	E	Fort Worth, Tex.	6,500
	E	Corpus Christi, Tex.	6,500
	E	Colton, Calif.	<u>500</u>
Total			33,559
South Dakota Wheat Growers			
Aberdeen, S.Dak.	H		
	E	Aberdeen, S.Dak.	2,200
Union Equity Cooperative Exchange			
Enid, Okla.	H		
	E	Enid, Okla.	50,300
	E	Grandfield, Okla. <u>3/</u>	700
	E	Fort Worth, Tex.	5,000
	E	Houston, Tex.	<u>6,500</u>
Total			62,500

Appendix table 1--Location and storage capacity of grain terminals and
subterminals, regional grain cooperatives, 1973
Continued

Regional name and location	: Facility : code <u>1/</u> :	Location of facility	: Storage : capacity <u>2/</u>
			<u>1,000 bu.</u>
Farmers Grain Dealers Association			
Des Moines, Iowa	H		
	E	Des Moines, Iowa	8,328
	S	Mason City, Iowa	1,050
	E	Meekers Landing, Iowa	861
	E	McGregor, Iowa	510
	E	Muscatine, Iowa	469
	E	Chicago, Ill.	<u>2,200</u>
		Total	13,418
Riceland Roods, Inc.			
Stuttgart, Ark.	H		
	S	Stuttgart, Ark.	13,217
	S	Helena, Ark.	7,193
	P	New Orleans, La.	<u>0</u>
		Total	20,410
Inland Empire Pea Growers Association			
Spokane, Wash.	H		
	E	Spokane, Wash.	330
Agway Inc.			
Syracuse, N.Y.	H		
Landmark, Inc.			
Columbus, Ohio	H		
	E	Columbus, Ohio	5,600
	E	Sidney, Ohio	1,100
	E	Kenton, Ohio	825
	E	Lima, Ohio	500
	E	Wooster, Ohio	<u>600</u>
		Total	8,625

Appendix table 1--Location and storage capacity of grain terminals and subterminals, regional grain cooperatives, 1973
Continued

Regional name and location	: Facility : code <u>1/</u>	: Location of : facility	: Storage : capacity <u>2/</u>
			<u>1,000 bu.</u>
Southern States Grain Marketing Cooperative, Inc.			
Baltimore, Md.	H		
Gold Kist Inc.			
Atlanta, Ga.	H		
	S	Valdosta, Ga.	6,000
Farmer Cooperative Exchange			
Raleigh, N.C.	H		
	E	Lumberton, N.C.	440
Tennessee Farmers Cooperative <u>4/</u>			
La Vergne, Tenn.	H		
Federations of Regionals:			
Farmers Export Company			
Kansas City, Mo.	H		
	E	Ama, La.	5,300
St. Louis Grain Corp.			
St. Louis, Mo.	H		
	E	St. Louis, Mo.	4,750
Mid-States Terminals, Inc.			
Toledo, Ohio	H		
	E	Toledo, Ohio	4,700

Appendix table 1--Location and storage capacity of grain terminals and subterminals, regional grain cooperatives, 1973
Continued

Regional name and location	: Facility : code <u>1/</u>	: Location of : facility	: Storage : capacity <u>2/</u>
			<u>1,000 bu.</u>
Kansas City Terminal Elevator Co.			
Kansas City, Mo.	H E	Kansas City, Mo.	<u>8,414</u>
Grand total			380,159

1/ Facility code: (H) Headquarters office, (E) Elevator, (S) Soybean processing plant, (P) Other processing plant.

2/ Capacity does not include country grain elevators owned by or affiliated with regionals.

3/ Sold in 1974 to a local cooperative.

4/ Grain operations and facilities sold to Gold Kist in 1974.

Appendix table 2--Location of terminal grain facilities on water, fiscal 1973

Name of regional cooperative and water location of elevators	: River, lake, or : coast location	: Storage capacity
		<u>1,000 bu.</u>
Farmers Union Grain Terminal Assn		
St. Paul, Minn.		
St. Paul, Minn.	Mississippi R.	5,300
Superior, Wis.	Lake Superior	<u>18,400</u>
Total		<u>23,700</u>
Illinois Grain Corporation		
Bloomington, Ill.		
Morris	Illinois R.	550
Hennepin	Illinois R.	190
Lacon	Illinois R.	190
Creve Coeur	Illinois R.	1,470
Havana	Illinois R.	720
Naples	Illinois R.	<u>292</u>
Total		<u>3,412</u>
Indiana Grain Cooperative		
Indianapolis, Ind.		
Baltimore, Md.	Atlantic coast	4,000
Chicago, Ill.	Lake Michigan	<u>6,750</u>
Total		<u>10,750</u>
Michigan Elevator Exchange		
Lansing, Mich.		
Saginaw	Lake Huron	2,000
Missouri Farmers Association		
Columbia, Mo.		
Caruthersville	Mississippi R.	1,270
Hannibal	Mississippi R.	1,300
Lousiana	Mississippi R.	<u>2,600</u>
Total		<u>5,170</u>
North Pacific Grain Growers		
Portland, Oreg.		
Kalama, Wash.	Pacific coast	4,152
Kennewick, Wash.	Columbia, R.	<u>3,906</u>
Total		<u>8,058</u>

Continued

Appendix table 2--Location of terminal grain facilities on water, fiscal 1973
Continued

Name of regional cooperative and water location of elevators	: River, lake, or : coast location	: Storage capacity
		<u>1,000 bu.</u>
Producers Grain Corporation Amarillo, Tex. Corpus Christi	Gulf	6,392
Union Equity Cooperative Exchange Enid, Okla. Houston, Tex.	Gulf	6,500
Farmers Grain Dealers Assn. of Iowa Des Moines, Iowa McGregor Meekers Landing Muscatine Total	Mississippi R. Mississippi R. Mississippi R.	510 861 469 <u>1,840</u>
Riceland Foods, Inc. Stuttgart, Ark. Helena	Mississippi R.	7,193
*Kansas City Terminal Elevator Kansas City, Mo.	Missouri R.	4,200
*Mid-States Terminal, Inc. Toledo, Ohio	Lake Erie	4,700
*St. Louis Grain Corporation St. Louis, Mo.	Mississippi R.	2,200
*Farmers Export Company Kansas City, Mo. Ama, La.	Gulf	5,300
FAR-MAR-CO Hutchinson, Kans. Omaha, Neb. Rock Bluff, Neb. Kansas City, Kans. Total	Missouri R. Missouri R. Missouri R.	40 258 <u>10,508</u> <u>10,806</u>
Grand total		102,221

* Federation of regional cooperatives.



FARMER COOPERATIVE SERVICE
U.S. DEPARTMENT OF AGRICULTURE

Farmer Cooperative Service provides research, management, and educational assistance to cooperatives to strengthen the economic position of farmers and other rural residents. It works directly with cooperative leaders and Federal and State agencies to improve organization, leadership, and operation of cooperatives and to give guidance to further development.

The Service (1) helps farmers and other rural residents obtain supplies and services at lower cost and to get better prices for products they sell; (2) advises rural residents on developing existing resources through cooperative action to enhance rural living; (3) helps cooperatives improve services and operating efficiency; (4) informs members, directors, employees, and the public on how cooperatives work and benefit their members and their communities; and (5) encourages international cooperative programs.

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