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Market Organization of Grain Industries in the North Central Region

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Market Organization of Grain Industries in the North Central Region

L. B. Fletcher[1]

Change in the organization and operation of grain marketing industries is occurring at a rapid rate. Significant shifts are taking place in the location of grain production, in the domestic and foreign demand for grain, and in the technology of handling, transporting and processing grain for food and feed. Changing institutional policies and practices of importance include shifts in country and terminal market channels and the grain storage and merchandising activities of the Commodity Credit Corporation. Important changes in market structures reflect plant consolidations, acquisitions and mergers by competing firms, shifts in number, location and types of operation of plants, diversification of plants and firms, and vertical integration by marketing firms toward sources of supply and ultimate consumers of grain and processed products.

Information in this report was obtained for use in a regional study (NCM-30) of changing grain marketing institutions and the structure of grain markets. The primary purpose of the regional research project is to evaluate these changes in the context of market organization and operation consistent with acceptable social performance of the industries involved.

This bulletin reports the results of a survey of grain merchandising and processing plants undertaken to determine the existing market organization and structure of component industries. First, data are presented on the number, type of ownership and operation, processing and merchandising volumes, and channels for acquisition and disposition of grain, for plants in the region. Next, data on market share and organization of large firms are shown, where all plants under the same ownership are grouped together. Detailed analysis of historical trends in structure and likely future changes will be contained in a forthcoming regional report.

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These data could be obtained only through the cooperation of companies whose operation they reflect. In the form presented, they should be of interest to the grain marketing firms in the region as well as to research workers. While knowledge of the present market organization of these industries offers no sure guide to desirable directions of change in the future, it does provide an objective basis for evaluation of past and expected changes.

SOURCE AND COVERAGE OF DATA

The grain marketing industries of the North Central Region include many different types and sizes of firms that handle, store and process grain and grain products as they move toward final use. This bulletin includes information only on part of the firms involved in this system. It deals with major grain processing plants and terminal and subterminal elevators located in 11 north-central states (see Figure 1).

A separate schedule (copy reproduced as Appendix A) was completed for plants which met the following criteria:

Grain merchandisers—terminal and subterminal elevators which receive less than 50 percent of grain handled direct from farms.

Grain processors—plants with a daily grain processing capacity greater than 50 tons *and* which dispose of more than 50 percent of their processed products through wholesale channels or retailers and other dealers.

Data were obtained by personal visits to each plant whose management agreed to cooperate. Non-cooperating plants are not included in the data presented in this report.

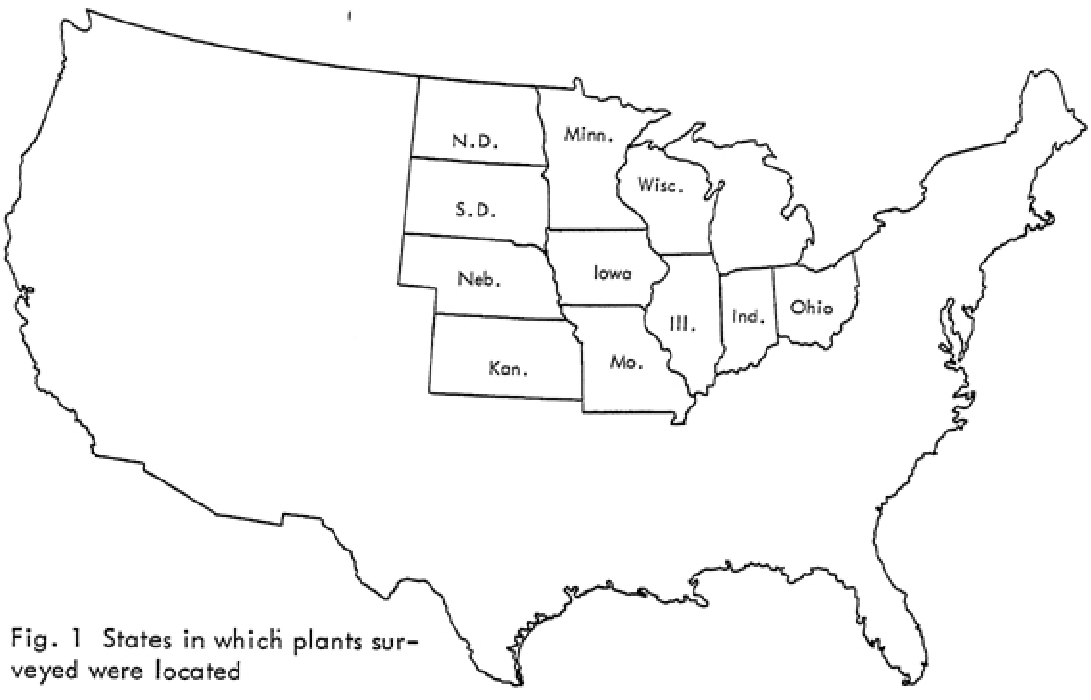

Fig. 1 States in which plants surveyed were located

Data were requested for the 1960 calendar year. In some cases, information received was for fiscal years that included part of calendar years 1959 and 1960.

Initial schedules were completed in 1961 by research workers in each of the cooperating states. Tabulation was performed in the Grain and Feed Section, Marketing Economics Division, United States Department of Agriculture. Subsequently, additional schedules were completed in 1962 to improve coverage. The revised tables contained in this report were prepared at the Iowa Experiment Station.

Two questions are pertinent with regard to the degree of coverage of a survery of this type:

(1) Were all qualifying plants included?

(2) Were appropriate criteria established and applied uniformly?

Plants which meet the criteria can be excluded either through failure of the plant management to cooperate or through inadvertence. Extent of the latter is unknown but believed slight. Every effort was made to locate and visit all plants which might qualify. Records indicate that a total of 7 plants were excluded from these tables because their management would not release the necessary information.

The feed industry is perhaps the best example of restricted coverage of the survey due to the criteria which were established. Most feed mills in country locations did not qualify because their processing capacities were too small. Further, some larger feed manufacturers did not qualify because they sold more than 50 percent of their output direct to farmers and feeders. This fact stands as a major qualification to the use of these data for analysis of the "feed industry".

Another example is the exclusion of many large breweries due to their use of processed grains. Only breweries using unprocessed grains were considered as meeting the criteria for inclusion.

Information of the type in this report is invaluable but frequently unavailable for research on market structures and competitive behavior. Subject to the limitations of coverage noted above, the data in this report reflect as accurate and detailed summary of the organization and operation of grain processors and merchandisers as could be assembled. As a result, progress of the regional research project should be greatly facilitated.

NUMBER, OWNERSHIP AND TYPES OF PLANTS

Usable schedules were obtained from a total of 586 individual plants. The plants were located in each of the 11 states, but three-fourths of them were concentrated in the states of Illinois, Iowa, Kansas, Minnesota, and Missouri (Table 1). Grain production and the presence of terminal markets appear to be closely related to the distribution of plants among states.

TABLE 1 -- NUMBER OF PLANTS SURVEYED, NORTH CENTRAL REGION, 1960

State	Grain Merchandising Plants	Grain Processing Plants	Combination Plants	Total
Illinois	54	40	18	112
Indiana	6	16	9	31
Iowa	26	51	24	101
Kansas	41	37	10	88
Minnesota	28	46	5	79
Missouri	22	21	19	62
Nebraska	15	9	11	35
North Dakota	4	6	2	12
Ohio	12	23	8	43
South Dakota	0	2	6	8
Wisconsin	5	7	3	15
Region	213	258	115	586

Three types of plants were identified:

(1) Plants doing grain merchandising only,

(2) Plants doing grain processing only, and

(3) Combination plants doing both grain merchandising and grain processing.

Specialized grain processing plants were the more numerous of the three categories (Table 1). Of the 115 combination plants, 37 merchandised more than 500,000 bushels each in the survey period. The remaining plants merchandised smaller amounts, mainly for inventory adjustments incidental to their processing operations.

Three basic forms of plant ownership were recognized:

(1) Individual proprietorships and partnerships,

(2) Corporations, and

(3) Cooperatives.

Corporations owning plants were subclassified as "open" if their stock is traded or "closed" if stock ownership is restricted. Plants operated by federated cooperative organizations were distinguished from plants operated by centralized cooperatives.

Over four-fifths of all plants were operated by corporations (Tables 2, 3, and 4). Closed corporations operated more plants than the open type, accounting for nearly two-thirds of plants under corporation control.

Cooperatives operated a total of 60 plants in 1960 (Tables 2, 3, and 4). Thirty percent of these plants were owned by centralized cooperative organiza-

TABLE 2 -- OWNERSHIP OF GRAIN MERCHANDISING (ONLY) PLANTS, NORTH CENTRAL REGION, 1960

State	Proprietorship or Partnership	Corporation		Cooperative		Total
		Open	Closed	Federated	Centralized	
Illinois	1	6	40	1	6	54
Indiana	0	1	4	1	0	6
Iowa	1	5	16	4	0	26
Kansas	2	11	25	1	2	41
Minnesota	0	5	20	3	0	28
Missouri	1	6	14	0	1	22
Nebraska	1	3	9	2	0	15
North Dakota	0	0	3	0	0	4 1/
Ohio	1	1	5	4	1	12
South Dakota	0	0	0	0	0	0
Wisconsin	0	1	3	1	0	5
Region	7	39	139	17	10	213 1/

1/ Includes 1 state-owned plant.

TABLE 3 -- OWNERSHIP OF GRAIN PROCESSING (ONLY) PLANTS, NORTH CENTRAL REGION, 1960

State	Proprietorship or Partnership	Corporation		Cooperative		Total
		Open	Closed	Federated	Centralized	
Illinois	0	19	19	0	2	40
Indiana	0	11	4	1	0	16
Iowa	2	23	20	6	0	51
Kansas	0	16	19	2	0	37
Minnesota	2	13	25	6	0	46
Missouri	0	13	6	1	1	21
Nebraska	1	5	3	0	0	9
North Dakota	0	0	3	0	0	6 1/
Ohio	2	7	10	3	1	23
South Dakota	0	0	2	0	0	2
Wisconsin	0	2	5	0	0	7
Region	7	109	116	19	4	258 1/

1/ Includes 3 state-owned plants.

TABLE 4 -- OWNERSHIP OF GRAIN MERCHANDISING AND GRAIN PROCESSING (COMBINATION) PLANTS, NORTH CENTRAL REGION, 1960

State	Proprietorship or Partnership	Corporation		Cooperative		Total
		Open	Closed	Federated	Centralized	
Illinois	2	11	5	0	0	18
Indiana	0	5	4	0	0	9
Iowa	5	5	9	5	0	24
Kansas	0	4	5	1	0	10
Minnesota	0	2	3	0	0	5
Missouri	3	4	11	0	1	19
Nebraska	1	5	4	0	1	11
North Dakota	0	0	2	0	0	2
Ohio	0	2	6	0	0	8
South Dakota	1	0	3	0	2	6
Wisconsin	0	0	3	0	0	3
Region	12	38	55	6	4	115

tions. Centralized cooperatives operated a larger proportion of cooperative merchandising plants than cooperative processing plants.

Grain processing plants were further classified according to the type of processing operation performed. Seven processing activities were identified: (1) feed manufacturing, (2) flour milling, (3) oilseed processing, (4) dry milling and cereal manufacturing, (5) distilling and alcohol manufacturing, (6) wet corn milling, and (7) malting and brewing.

Almost 90 percent of the 373 processing plants performed a single processing activity (Table 5). Specialized feed, flour and oilseed proceccing plants accounted for three-fourths of the processing plants.

There were 52 plants which combined two or more types of processing (Table 5). All but 11 of these represented the combination of feed manufacturing with a second processing operation which provided a by-product for use in the feed activity. Association of feed manufacturing with oilseed processing, flour milling and cereal manufacturing was observed most frequently.

TABLE 5 -- NUMBER OF GRAIN PROCESSING PLANTS BY TYPE OF PROCESSING, NORTH CENTRAL REGION, 1960

State	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Milling Cereal Mfg.	Dis-tilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Combination[1/] A	B	C	D	Other[2/]	Total
Illinois	14	7	14	4	3	3	5	2	2	0	1	3	58
Indiana	6	5	1	2	3	2	0	2	3	1	0	0	25
Iowa	42	3	13	2	0	3	0	0	8	3	0	1	75
Kansas	10	31	2	0	1	0	0	1	1	1	0	0	47
Minnesota	9	16	9	1	0	0	9	3	1	1	2	0	51
Missouri	20	9	2	1	1	1	0	0	2	2	0	2	40
Nebraska	8	4	1	2	0	0	0	2	0	2	0	1	20
North Dakota	3	4	1	0	0	0	0	0	0	0	0	0	8
Ohio	14	8	5	0	0	0	1	1	1	1	0	0	31
South Dakota	7	0	0	0	0	0	0	0	0	0	0	1	8
Wisconsin	5	2	0	1	0	0	1	1	0	0	0	0	10
Region	138	89	48	13	8	9	16	12	18	11	3	8	373

1/ A - feed manufacturing and flour milling; B - feed manufacturing and oilseed processing; C - feed manufacturing and dry milling and cereal manufacturing; D - flour milling and dry milling and cereal manufacturing.

2/ Includes plants of combination types of processing not shown.

PLANT OPERATIONS, 1960

Plants in the region processed and merchandised more than two billion bushels of grain in 1960 (Tables 6 and 7). Regional volumes were about equal for these two marketing functions. This comparison overstates the actual quantity of grain merchandised, because grain moving among plants in the region is double-counted.

Corn and wheat accounted for two-thirds of the grain merchandised (Table 6). Soybeans were equally important as corn and wheat for processing (Table 7).

Of the major grains, only soybeans showed a smaller volume merchandised than processed. This reflects the tendency for soybeans to move to processors in country locations direct from local elevators without passing through the terminal elevator system.

Illinois was the leading state in both merchandising and processing, accounting for nearly one-third of the regional volumes. With the exception of Ohio and Iowa, other states tended to occupy about the same rank in both merchandising and processing. Ohio was the third state in merchandising volume but ranked seventh in processing. Iowa plants processed slightly more than 16 percent of the regional volume—ranking second—but ranked sixth in merchandising with less than 6 percent of the regional volume.

In Table 8, regional volumes are shown separately for domestic and export merchandising and for types of processing. Feed manufacturing and cereal manufacturing plants tend to use the widest variety of grains, while other processing activities are specialized to a particular grain.

Average volumes per plant are given in Table 9. These average volumes per plant were calculated on the basis of the number of plants performing that specific type of activity. That is, feed manufacturing plants in the region used on the average 692,000 bushels of grain for that activity. Some of these plants may have performed other processing activities. On the average for the region, processing plants of all types processed 2,902,000 bushels of grain per plant.

Data were obtained from each plant on the bulk storage capacity and average annual inventory for grain in bulk storage. Table 10 indicates that almost all plants stored grain for their own inventory. Storage for CCC, country shippers, and grain processors also occurred relatively frequently. Storage for these latter purposes is probably performed largely by grain merchandising plants.

Tables 11, 12, and 13 show the capacity, average inventory, and percentage utilization of capacity for the three classifications of plants: merchandising, processing, and combination merchandising and processing. As a group, specialized merchandising plants achieved the highest utilization of stored capacity, as might be expected. Processing plants are more likely to store to meet seasonal processing needs and consequently show a lower average utilization of storage capacity.

TABLE 6 -- VOLUME OF GRAIN MERCHANDISED, NORTH CENTRAL REGION, 1960
(THOUSAND BUSHELS)

State	Wheat	Corn	Soybeans	Oats	Barley	Sorghum Grain	Other[1]	Total	Rank	Percent of Region
Illinois	46,459	192,499	68,573	22,117	2,297	952	3,226	336,123	1	29.6
Indiana	5,632	28,244	5,486	4,136	80	112	--	43,690	9	3.9
Iowa	14,764	34,511	7,119	4,096	46	2,807	765	64,108	6	5.6
Kansas	99,402	7,433	2,316	389	1,354	28,042	123	139,059	4	12.2
Minnesota	36,894	37,638	16,481	28,217	35,726	--	6,520	161,476	2	14.2
Missouri	52,598	41,318	15,649	1,727	1,524	15,584	288	128,688	5	11.3
Nebraska	19,372	16,814	3,330	1,769	201	5,076	-- [2]	46,764	8	4.1
North Dakota	4,341	136	577	169	4,277	143	191	9,834	10	0.9
Ohio	45,723	56,527	31,881	13,643	143	--	-- [2]	148,017	3	13.0
South Dakota	188	384	56	170	78	--	72	948	11	0.1
Wisconsin	22,594	7,030	3,557	14,017	8,010	--	3,072	58,280	7	5.1
Region	347,967	422,534	155,025	90,736	53,736	52,716	14,559	1,136,987		
Percent of Region	30.6	37.2	13.6	8.0	4.7	4.6	1.3	100.0		100.0

1/ Other includes flax, rye and millet.

2/ Less than three plants; volume included in totals.

TABLE 7 -- VOLUME OF GRAIN PROCESSED, NORTH CENTRAL REGION, 1960
(THOUSAND BUSHELS)

State	Wheat	Corn	Soybeans	Oats	Sorghum Grain	Other 1/	Total	Rank	Percent of Region
Illinois	40,772	118,809	113,917	1,349	1,100	16,439	292,386	1	27.0
Indiana	6,522	41,401	37,538	928	2,451	762	89,602	6	8.3
Iowa	15,138	54,496	73,284	30,404	2,048	866	176,236	2	16.3
Kansas	91,040	1,142	5,500	221	4,011	189	102,103	5	9.4
Minnesota	55,358	3,994	31,352	7,826	124	47,103	145,757	3	13.5
Missouri	52,706	37,066	14,462	6,852	9,400	4,221	124,707	4	11.5
Nebraska	18,420	7,437	590	476	1,221	388	28,532	9	2.6
North Dakota	8,156	355	450	1,020	50	1,300	11,331	10	1.1
Ohio	23,473	18,077	27,519	5,777	86	1,320	76,252	7	7.0
South Dakota	1,276	737	--	961	31	117	3,122	11	0.3
Wisconsin	5,576	18,561	--	2,025	--	6,325	32,487	8	3.0
Region	318,437	302,075	304,612	57,839	20,522	79,030	1,082,515		
Percent of Region	29.4	27.9	28.1	5.4	1.9	7.3	100.00		100.00

1/ Other includes barley, flax, rye and millet.

TABLE 8 -- ANNUAL VOLUME OF GRAIN MERCHANDISED AND PROCESSED, BY GRAIN, NORTH CENTRAL REGION, 1960
(THOUSAND BUSHELS)

Grain	Merchandised			Processed								Merchandised & Processed Totals
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	
Wheat	304,644	43,323	347,967	5,121	308,658	0	3,981	0 1/	0	0 1/	318,437	666,404
Corn	368,908	53,626	422,534	72,410	0	0	59,539	11,578	156,048	0 1/	302,075	724,609
Soybeans	120,957	34,068	155,025	0 1/	0	304,262	0 1/	0	0	0	304,612	459,637
Oats	75,046	15,404	90,450	24,303	0	0	33,536	0	0	0	57,839	148,289
Other 2/	104,923	16,088	121,011	21,756	3,304	0 1/	1,292	3,903	0 1/	49,289	99,552	220,563
All grains	974,478	162,509	1,136,987	123,876	311,962	322,695	98,412	16,081	157,623	51,866	1,082,515	2,219,502

1/ Less than three plants; volume included in totals.

2/ Other includes barley, sorghum grains, flax, rye and millet.

TABLE 9 -- AVERAGE VOLUME OF GRAIN PER PLANT, BY TYPE OF MERCHANDISING AND PROCESSING
NORTH CENTRAL REGION, 1960
(THOUSAND BUSHELS)

State	Merchandised			Processed								
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mfg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	Merchandised & Processed Total
Illinois	4,216	3,154	4,668	535	4,073	5,992	4,692	2,446	18,825	3,476	5,041	5,612
Indiana	2,879	0 1/	2,913	1,256	929	9,384	2,566	2,401	0 1/	0	3,584	4,300
Iowa	1,231	0 1/	1,282	317	4,082	3,331	5,833	0	11,182	0	2,350	2,380
Kansas	2,624	654	2,727	356	2,828	1,833	0	0 1/	0	0	2,172	2,740
Minnesota	4,187	2,330	4,893	573	2,879	4,957	1,305	0	0	2,817	2,858	3,889
Missouri	2,587	1,617	3,139	1,068	5,134	3,616	2,542	0 1/	0 1/	0 1/	3,118	4,087
Nebraska	1,799	0	1,799	417	2,517	0 1/	1,078	0	0	0	1,427	2,151
North Dakota	1,632	0 1/	1,639	925	2,026	0 1/	0	0	0	0	1,416	1,764
Ohio	6,184	2,703	7,401	1,591	2,271	4,586	0 1/	0	0	0 1/	2,460	5,216
South Dakota	158	0	158	231	0 1/	0	0 1/	0	0	0	390	509
Wisconsin	2,199	10,722	7,285	1,473	1,884	0	0 1/	0	0	0 1/	3,249	6,051
Region	2,998	2,579	3,466	692	2,943	4,545	3,280	2,010	13,135	3,051	2,902	3,788

1/ Less than three plants; volume included in totals.

TABLE 10 -- NUMBER OF PLANTS PERFORMING GRAIN STORAGE FOR SPECIFIED PURPOSES, NORTH CENTRAL REGION, 1960

State	Own Inventory	Grain Processors	Country Shippers	Jobbers Dealers Speculators	Farmers	CCC	Total Plants Surveyed
Illinois	102	13	16	14	6	40	112
Indiana	21	1	4	0	3	5	31
Iowa	101	19	21	5	15	48	101
Kansas	84	19	73	10	3	77	88
Minnesota	75	19	11	12	2	35	79
Missouri	62	12	23	8	12	37	62
Nebraska	33	3	3	0	5	27	35
North Dakota	6	6	0	5	6	3	12
Ohio	26	12	16	7	2	8	43
South Dakota	8	0	0	0	2	4	8
Wisconsin	12	2	2	2	0	5	15
Region	530	106	169	63	56	289	586

TABLE 11 -- BULK STORAGE CAPACITY, AVERAGE ANNUAL INVENTORY AND AVERAGE UTILIZATION OF STORAGE CAPACITY, BY GRAIN MERCHANDISERS (ONLY), NORTH CENTRAL REGION, 1960 (THOUSAND BUSHELS)

State	Bulk Grain Storage Capacity	Average Annual Inventory	Average Utilization of Storage Capacity
			Percent
Illinois	70,724	44,028	62.3
Indiana	8,982	6,339	70.6
Iowa	36,834	30,680	83.3
Kansas	306,502	272,610	88.9
Minnesota	117,405	71,696	61.1
Missouri	54,138	43,766	80.8
Nebraska	64,566	51,565	79.9
North Dakota	5,085	1,670	32.8
Ohio	42,280	24,033	56.8
South Dakota	0	0	0
Wisconsin	38,910	20,809	53.5
Region	745,426	567,196	76.1

TABLE 12 -- BULK STORAGE CAPACITY, AVERAGE ANNUAL INVENTORY AND AVERAGE UTILIZATION OF STORAGE CAPACITY, BY GRAIN PROCESSORS (ONLY), NORTH CENTRAL REGION, 1960

State	Bulk Grain Storage Capacity	Average Annual Inventory	Average Utilization of Storage Capacity
	Thousand Bushels		Percent
Illinois	35,047	21,927	62.6
Indiana	10,498	3,314	31.6
Iowa	27,318	16,312	59.7
Kansas	35,013	23,193	66.2
Minnesota	34,011	20,040	58.9
Missouri	19,881	13,181	66.3
Nebraska	2,251	1,119	49.7
North Dakota[1/]	-------	-------	----
Ohio[1/]	-------	-------	----
South Dakota	335	155	46.3
Wisconsin	10,044	4,883	48.6
Region	174,398	104,124	59.7

[1/] Data not obtained from plants in these states.

TABLE 13 -- BULK STORAGE CAPACITY, AVERAGE ANNUAL INVENTORY AND AVERAGE UTILIZATION OF STORAGE CAPACITY, BY COMBINATION GRAIN MERCHANDISERS AND PROCESSORS, NORTH CENTRAL REGION, 1960

State	Bulk Grain Storage Capacity	Average Annual Inventory	Average Utilization of Storage Capacity
	Thousand Bushels		Percent
Illinois	64,294	30,268	47.1
Indiana	25,190	15,129	60.1
Iowa	18,717	13,036	69.6
Kansas	15,669	11,750	75.0
Minnesota	14,680	7,745	52.8
Missouri	26,383	20,138	76.3
Nebraska	13,003	5,691	43.8
North Dakota	1,650	1,140	69.1
Ohio	4,830	2,535	52.5
South Dakota	1,025	699	68.2
Wisconsin	5,105	3,104	60.8
Region	190,546	111,235	58.4

MARKETING CHANNELS AND VERTICAL INTEGRATION

Channels for Acquisition and Disposition of Grain.

The channels for the flow of grain to merchandisers and processors are indicated in Table 14. Country elevators are the most important source for grain entering the system. The relative importance of the various channels for acquisition of grain varies among plants depending on location and functions performed. Merchandising plants procure a larger proportion of their grain from country elevators than do processors. The latter depend more heavily on terminal elevators, dealers and direct purchases from farmers than do merchandisers. Direct purchases are particularly important sources of supply for processing plants in country locations.

Grain merchandisers are important in moving grain to processors in the region and in the flow of grain out of the region (Table 15). In 1960, they shipped 25 percent of their grain to export elevators, 23 percent to terminal elevators, and 45 percent to processing plants. Smaller quantities were disposed of through grain dealers and sold directly to farmers and other final users.

TABLE 14 -- PROCUREMENT OF GRAIN BY GRAIN MERCHANDISERS, PROCESSORS, AND COMBINATIONS2/ MERCHANDISER AND PROCESSOR, NORTH CENTRAL REGION, 1960

Type of Plant Receiving Grain and Type of Grain	Percentage Acquired From Each Type of Agency: Farm	Country Elevator	Terminal and Subterminal Elevator	Other1/	Total
Wheat					
Merchandisers	9.4	76.8	8.6	5.2	100.0
Processors	12.6	44.9	34.1	8.4	100.0
Combination2/	30.9	34.0	26.8	8.3	100.0
Feed Grains					
Merchandisers	11.2	71.5	6.3	11.0	100.0
Processors	5.3	46.8	21.5	26.4	100.0
Combination2/	19.9	47.1	13.3	19.7	100.0
Soybeans					
Merchandisers	11.4	74.0	5.8	8.8	100.0
Processors	6.1	67.0	12.7	14.2	100.0
Combination2/	26.8	56.6	3.5	13.1	100.0
Total Grain					
Merchandisers	10.7	73.5	6.9	8.9	100.0
Processors	7.5	51.1	23.0	18.4	100.0
Combination2/	24.4	46.0	14.5	14.0	100.0

1/ Other includes CCC, grain dealers and truckers.

2/ Plants that both merchandise grain and process grain.

TABLE 15 -- DISPOSITION OF GRAIN BY MERCHANDISERS, NORTH CENTRAL REGION, 1960

Type of Grain	Percentage of Grain Sold to Each Type of Agency: Terminal Elevators	Export Elevators	Processors	Grain1/ Dealers	Direct2/ Sales	Total
Wheat	22.8	20.8	51.9	2.9	1.6	100
Soybeans	22.0	28.4	47.0	1.1	1.5	100
Feed Grains	23.2	26.1	41.3	5.3	4.1	100
All Grains	22.9	24.8	45.3	4.0	3.0	100

1/ Includes grain wholesalers, brokers and truckers.

2/ Includes feeders, farmers, and local retail sales.

The survey form also included a question on the disposition of processed grain products. The wide variety of products and diverse channels of disposition resulted in numerous incomplete answers. Products are processed for a multiplicity of food and industrial uses. Many move into national distribution channels. Feed manufacturing was the processing activity most oriented to local markets. By-products tend to be shipped shorter distances than major products, since they are used largely by feed manufacturers in the region.

Extent of Vertical Integration

Vertical integration refers to the extent to which a firm performs different functions at successive vertical stages in the marketing process. From a specified level in the system, integration toward sources of supplies of raw materials is termed "backward integration". Integration toward ultimate disposition of grain or processed products is termed "forward integration".

The extent of vertical integration was measured by the percentage of grain procured from other plants owned by the same company and the percentage of grain and processed products shipped to other plants owned by the same company (Table 16). The usefulness of the data presented in this table is reduced by the fact that the percentages reflect receipts and shipments on the basis of individual plants. A more meaningful approach would be to measure vertical in-

TABLE 16 -- ACQUISITION AND DISPOSITION OF GRAIN AND PRODUCTS FROM COMPANY OWNED PLANTS AND OUTSIDE FIRMS, NORTH CENTRAL REGION, 1960 (PERCENT)

Type of Plant	Acquisition of Grain		Disposition of Grain		Disposition of Products1/	
	Company Owned Plants	Outside Firms	Company Owned Plants	Outside Firms	Company Owned Plants	Outside Firms
Merchandising	12.0	88.0	19.1	80.9	--	--
Feed manufacturing	7.2	92.8	3.4	96.6	27.4	72.6
Flour milling	12.0	88.0	9.7	90.3	22.2	77.8
Oilseed processing	17.0	83.0	28.2	71.8	11.1	88.9
Dry milling & cereal mfg.	0.4	99.6	0.3	99.7	21.6	78.4
Distilling & alcohol mfg.	23.9	76.1	--	--	42.0	58.0
Wet corn milling		100.0	--	--	6.4	93.6
Malting & brewing	5.8	94.2	--	100.0	8.3	91.7
Multi-processing	6.7	93.3	17.2	62.8	19.6	80.4
Total processing	9.7	90.3	13.8	86.2	17.6	82.4
Total Merchandising and Processing	10.7	89.3	18.5	81.5	17.6	82.4

1/ Weighted according to bushels of grain input.

tegration as percentages of total volumes for individual firms. Data on a company basis for large firms are presented later in this report.

A larger proportion of grain for merchandising than for processing was procured from plants owned by the same company. Alcohol manufacturing and distilling plants, oilseed processors and flour mills each showed a degree of "backward" integration higher than average. Feed manufacturing plants ranked with distillers as the processing plants with the highest degree of "forward integration".

MARKET SHARE AND ORGANIZATION OF LARGE GRAIN MARKETING FIRMS

Data in this section are summarized on a firm or company basis. All plants in the region under the same ownership are taken together to show the relative sizes and patterns of operation of the large firms. This information is considered useful in market structure analyses, and it will provide the basis for further study of the magnitude and process of structural change in the industry and subindustries which these large firms and their small competitors comprise.

Table 17 provides an overall view of the degree to which a few large firms account for a large percentage of the total volume in the aggregate and in the component industries. For the aggregate of merchandising and processing, concentration can be said to be only moderately high since the 20 largest firms accounted for just more than 50 percent of the industry total.

TABLE 17 -- MARKET SHARE OF LARGE FIRMS IN THE GRAIN MARKETING INDUSTRIES, NORTH CENTRAL REGION, 1960

Classification	No. of Firms	Percent of Total Volume of Grain Accounted for by Large Firms		
		4 Largest	8 Largest	20 Largest
Merchandisers/processors	301 1/	21.6	33.9	55.7
Merchandisers	185	33.2	49.8	70.8
Processors	216	19.0	33.1	60.0
Type of processing				
Feed manufacturing	126	43.3	55.6	73.4
Flour milling	59	33.6	60.5	87.1
Oilseed processing	44	41.8	66.7	91.4
Dry milling & cereal mfg.	26	59.6	85.8	99.7
Distilling & alcohol mfg.	6	84.2	100.0 2/	--
Wet corn milling	10	69.1	92.7	100.0 3/
Malting & brewing	16	62.4	86.9	100.0 4/

1/ Total number of firms interviewed. Some of the firms appear in more than one of the classifications listed.

2/ Data from 6 firms.

3/ Data from 10 firms.

4/ Data from 16 firms.

Additional information for the overall industry is given in Table 18. The four largest firms in the region operated 69 plants handling about 22 percent of the total grain merchandised and processed. The 20 largest firms operated 204 plants.

TABLE 18 -- MARKET SHARE AND ORGANIZATION OF LARGE GRAIN MERCHANDISING AND PROCESSING FIRMS, NORTH CENTRAL REGION, 1960

				Degree of Vertical Integration		
					Disposition	
Firms	Number of Plants	Volume Merchandised and Processed (thous. bu.)	Percent of Region (percent)	Acquisition of Grain (percent)	Grain (percent)	Processed Products (percent)
4 largest	69	486,763	21.6	11.0	42.2	7.5
8 largest	115	763,122	33.9	7.5	37.8	20.7
20 largest	204	1,255,084	55.7	32.9	27.7	17.2

The extent to which the overall industry is dominated by large grain merchandisers is revealed when Table 19 is compared to the preceding table. Of the four largest merchandisers, three also rank in the top four firms overall. The merchandising volume alone of the two largest merchandisers accounted for more than 20 percent of the total volume of grain merchandised and processed.

Table 19 further indicates that large merchandising firms tend to be highly specialized as measured by the percentage of total volume of the firms represented by merchandised grain. In fact, two of the four largest merchandisers have specialization ratios of 100 percent. Large merchandisers also tend to be relatively highly vertically integrated both in procurement and disposition of grain.

Table 20 shows that large gain processors tend neither to specialize in processing nor to be as vertically integrated as large grain merchandisers. Concentration is also lower among processors. It is also quite apparent that a few large processors fail to dominate the industry as in merchandising as shown by the relatively small market share of the eight largest processors.

Tables 21 through 27 provide market share data and organization patterns for large firms in each of the seven component processing subindustries. The 8 firm concentration ratio for each of the component subindustries exceeds that for all processors. This indicates a tendency for large firms to concentrate their processing activity rather than to diversify. Patterns of diversification and their relationship to firm growth and structural change, will be analyzed in a later report.

TABLE 19 -- MARKET SHARE AND ORGANIZATION OF LARGE GRAIN MERCHANDISING FIRMS, NORTH CENTRAL REGION, 1960

Firms	Number of Plants		Volume Merchandised (thous. bu.)	Percent of Region (percent)	Specialization Ration (percent)	Degree of Vertical Integration		
						Acquisition of Grain (percent)	Disposition	
	Total	Merchandising					Grain (percent)	Processed Products (percent)
4 largest	61	45	379,459	33.2	85.0	25.1	39.9	11.3
8 largest	107	82	568,758	49.8	75.8	15.9	30.8	17.0
20 largest	144	112	808,247	70.8	78.4	19.2	24.1	14.7

TABLE 20 -- MARKET SHARE AND ORGANIZATION OF LARGE GRAIN PROCESSING FIRMS, NORTH CENTRAL REGION, 1960

Firms	Number of Plants		Volume Processed (thous. bu.)	Percent of Region (percent)	Specialization Ration (percent)	Degree of Vertical Integration		
						Acquisition of Grain (percent)	Disposition	
	Total	Processing					Grain (percent)	Processed Products (percent)
4 largest	47	38	211,134	19.0	76.7	2.4	16.5	19.9
8 largest	94	65	367,737	33.1	59.3	5.9	38.7	15.0
20 largest	195	139	665,908	60.0	61.4	9.9	30.1	16.3

TABLE 21 -- MARKET SHARE AND ORGANIZATION OF LARGE FEED MANUFACTURING FIRMS, NORTH CENTRAL REGION, 1960

						Degree of Vertical Integration		
							Disposition	
Firms	Number of Plants Total	Number of Plants Feed Mfg.	Volume Feed Manufacturing (thous. bu)	Percent of Region (percent)	Specialization of Ratio (percent)	Acquisition of Grain (percent)	Grain (percent)	Processed Products (percent)
4 largest	26	18	54,210	43.3	52.1	3.8	14.0	51.6
8 largest	66	36	69,617	55.6	22.4	11.3	48.3	35.2
20 largest	124	61	91,964	73.4	17.0	9.3	38.9	33.9

TABLE 22 -- MARKET SHARE AND ORGANIZATION OF LARGE FLOUR MILLING FIRMS, NORTH CENTRAL REGION, 1960

						Degree of Vertical Integration		
							Disposition	
Firms	Number of Plants Total	Number of Plants Flour Mlg.	Volume Flour Milling (thous. bu.)	Percent of Region (percent)	Specialization Ratio (percent)	Acquisition of Grain (percent)	Grain (percent)	Processed Products (percent)
4 largest	51	25	106,914	33.6	40.1	6.1	15.1	19.2
8 largest	87	45	192,374	60.5	45.8	8.0	16.8	18.8
20 largest	118	67	277,116	87.1	52.6	9.6	21.1	22.0

TABLE 23 -- MARKET SHARE AND ORGANIZATION OF LARGE OILSEED PROCESSING FIRMS, NORTH CENTRAL REGION, 1960

Firms	Number of Plants: Total	Number of Plants: Oilseed Processing	Volume Oilseed Processing (thous. bu.)	Percent of Region (percent)	Specialization Ratio (percent)	Degree of Vertical Integration: Acquisition of Grain (percent)	Disposition: Grain (percent)	Disposition: Processed Products (percent)
4 largest	65	22	142,359	41.8	38.7	8.8	45.5	22.7
8 largest	91	31	226,789	66.7	38.5	10.1	33.8	13.6
20 largest	138	50	314,354	92.4	40.9	11.4	35.1	13.2

TABLE 24 -- MARKET SHARE AND ORGANIZATION OF LARGE DRY MILLING AND CEREAL MANUFACTURING FIRMS, NORTH CENTRAL REGION, 1960

Firms	Number of Plants: Total	Number of Plants: Dry Milling Cereal Mfg.	Volume Dry Milling and Cereal Mfg. (thous. bu.)	Percent of Region (percent)	Specialization Ratio (percent)	Degree of Vertical Integration: Acquisition of Grain (percent)	Disposition: Grain (percent)	Disposition: Processed Products (percent)
4 largest	7	6	58,779	59.6	77.2	7.8	--	18.9
8 largest	45	13	84,620	85.8	39.2	5.3	24.6	29.3
20 largest	84	26	98,386	99.7	28.3	7.5	25.4	22.3

TABLE 25 -- MARKET SHARE AND ORGANIZATION OF LARGE DISTILLING AND ALCOHOL MANUFACTURING FIRMS, NORTH CENTRAL REGION, 1960

	Number of Plants					Degree of Vertical Integration		
							Disposition	
Firms	Total	Distilling and Alcohol Mfgr.	Volume Distilling and Alcohol Mfgr. (thous. bu.)	Percent of Region (percent)	Specialization Ratio (percent)	Acquisition of Grain (percent)	Grain (percent)	Processed Products (percent)
4 largest	6	5	13,542	84.2	55.2	15.6	33.0	49.8
8 largest 1/	9	8	16,082	100.0	59.4	14.2	33.0	42.0

1/ Data from six firms.

TABLE 26 -- MARKET SHARE AND ORGANIZATION OF LARGE WET CORN MILLING FIRMS, NORTH CENTRAL REGION, 1960

	Number of Plants					Degree of Vertical Integration		
							Disposition	
Firms	Total	Wet Corn Milling	Volume of Corn Milling (thous. bu.)	Percent of Region (percent)	Specialization Ratio (percent)	Acquisition of Grain (percent)	Grain (percent)	Processed Products (percent)
4 largest	13	6	108,875	69.1	77.2	0.1	0	5.0
8 largest	17	10	146,138	92.7	80.8	0.1	0	4.5
20 largest 1/	21	12	157,623	100.0	80.6	0.4	19.6	4.9

1/ Data from 10 firms.

TABLE 27 -- MARKET SHARE AND ORGANIZATION OF LARGE MALTING AND BREWING FIRMS, NORTH CENTRAL REGION, 1960

Firms	Number of Plants		Volume of Malting and Brewing (thous. bu.)	Percent of Region (percent)	Specialization Ratio (percent)	Degree of Vertical Integration		
							Disposition	
	Total	Malting and Brewing				Acquisition of Grain (percent)	Grain (percent)	Processed Products (percent)
4 largest	11	8	33,550	62.4	59.7	5.1	55.6	4.5
8 largest	17	12	46,730	86.9	59.2	3.8	46.6	7.2
20 largest 1/	25	20	53,775	100.0	62.5	3.6	46.6	7.8

1/ Data from 16 firms.

SUMMARY AND PERSPECTIVE

About 2.2 billion bushels of grain were merchandised and processed by the 586 plants included in this survey. This compares to the 2.7 billion bushels which were sold by producers in the region from the 1959 crop.

The total activity of the system depends on the level of grain marketings and type and quantity of merchandising and processing services provided. The present system has resulted from the adaptations of firms to many factors. Further adjustments in the industry can be expected, and the costs of handling, storing, and processing grain will be affected by the degree to which the adjustments are consistent with the basic economic forces and institutional developments.

Research should provide a basis for evaluating observed changes in the industry and guiding future changes. This is the objective of the NCM-30 cooperative regional grain marketing project now in progress.

APPENDIX A

COOPERATIVE REGIONAL RESEARCH - NORTH CENTRAL REGION
NCM-30 Survey of Grain Merchandisers and Processors

Date________________ Enumerator________________ Interviewee________________

1. Location of Plant____

2. a. Facilities owned by Co.________________________ Div.________________________
   b. Operated by Co.________________________ Div.________________________
   c. Location of home office Co.________________________ Div.________________________

3. Type of business organization (operating company)
   a. Cooperative ________________________ local, Yes _____ No _____
      (1) Federated ________________________
      (2) Centralized ________________________
   b. Corporation (non-coop)
      (1) Open stock ________________________
      (2) Closed corporation ________________________
   c. Proprietorship of partnership ________________

4. What is the market value of your facilities at this location $ ________________

5. Capitalization as of fiscal year nearest January 1960 (Single plant firms only)
   a. Total assets $ ________________________
   b. Net worth $ ________________________

6. Function performed at plant: (check those which apply)

a. Grain merchandising:	b. Processing and milling:	c. Grain storage:
___ receiving by rail	___ feed milling and mixing	___ your own inventory
___ receiving by truck	___ flour milling	___ for other processors
___ receiving by water	___ oil seed processing	___ for country shippers
___ loading on rail	___ wet corn milling	___ for speculators
___ loading trucks	___ cereal manufacturing	___ for jobbers
___ loading on water	___ corn meal milling	___ CCC ________
___ blending	___ brewing	___ other ________
___ cleaning	___ industrial alcohol	
___ artificial drying	___ manufacturing	
___ other ________	___ other ________	
___ other ________	___ other ________	

7. a. Total annual processing capacity in 1960 ________________________ bushels
   b. Approximate volume processed in 1960 ________________________ bushels

8. a. Total bulk grain storage capacity in 1960 ________________________ bushels
   b. How much of this capacity would you tie up for 90 days or more ____________ bushels. (remainder would be considered working space).

9. Indicate the percentage of your total operation represented by each of the following: (estimate in terms of your investment and labor requirements in each function)
   a. grain merchandising in 1960 . . . . __________ %
   b. processing and milling in 1960. . . . . __________ %
   c. grain storage in 1960. . . . . __________ %

10. Total annual volume and bushels represented by each kind of grain by function in 1960.

Function	Approximate Annual Volume	Kind of grain - bushels							
		Wheat	Corn	Soybeans	Oats	Barley	Sorghum grain	Other	Total
merchandising (domestic only)	_______ bu.								
exporting	_______ bu.								
processing & milling	_______ bu.								
storage	_______ bu. ave. inventory								

11. Acquisition and disposition of grain and products (company owned plants or outside firms) in 1960

	Acquisition of grain			Disposition		
	Company owned Plants	Outside firms	Total	Company owned Plants	Outside firms	Total
Grains	_______ %	_____ %	100	_______ %	_____ %	100
Processed products	_______ %	_____ %	100	_______ %	_____ %	100

12. Acquisition of grain by channel in 1960 (See question 11).

	Wheat	Feed Grains	Soybeans
Farmers.	_____%	_______%	_______%
Country elevators	_____%	_______%	_______%
Terminal elevators	_____%	_______%	_______%
Other (specify)	_____%	_______%	_______%
Total	100%	100%	100%

13. Disposition of Grain by Channel in 1960. (See Question 11).

Sale outlet	Wheat	Soybeans	Feed Grains	Processed Products	By-Products
			Percent		
Terminal Elevators					
Export Elevators					
Flour Mills					
Feed Processors					
Oilseed Processors					
Wet Corn Millers					
Cereal Manufacturers					
Brewers					
Industrial Alcohol					
Other (specify)					
Total = 100%					

14. Geographic distribution of processed grain from this plant in 1960.

	Major Products		By-Products	
	To other outlets within this company	Sold to outside outlets	To other outlets within this company	Sold to outside outlets
	Percent	Percent	Percent	Percent
within 25 miles	______	______	______	______
25 to 50 miles	______	______	______	______
50 to 100 miles	______	______	______	______
over 100 miles	______	______	______	______
Total	100	100	100	100

APPENDIX B

TABLE B 1 - VOLUME OF GRAIN MERCHANDISED AND PROCESSED, ILLINOIS, 1960
(THOUSAND BUSHELS)

Grain	Merchandised			Processed								Merchandised & Processed
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mfg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	
Wheat	39,944	6,515	46,459	0 1/	40,428	0	0 1/	0	0	0	40,772	87,231
Corn	169,933	22,566	192,499	7,509	0	0	27,785	5,715	75,300	0 1/	118,809	311,308
Soybeans	57,260	11,313	68,573	0	0	113,853	0 1/	0	0	0	113,917	182,490
Oats	22,067	0 1/	22,117	1,349	0	0	0	0	0	0	1,349	23,466
Others 2/	5,912	563	6,475	736	0 1/	0	0	1,623	0	14,880	17,539	24,014
All Grains	295,116	41,007	336,123	9,638	40,728	113,853	28,149	7,338	75,300	17,380	292,386	628,509

1/Less than three plants; volume included in totals.
2/Other includes barley, sorghum grains, flax, rye and millet.

TABLE B 2 -- VOLUME OF GRAIN MERCHANDISED AND PROCESSED, INDIANA, 1960
(THOUSAND BUSHELS)

Grain	Merchandised			Processed								Merchandised & Processed
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mfg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	
Wheat	5,132	0 1/	5,632	0 1/	6,504	0	0	0	0	0	6,522	12,154
Corn	28,244	0	28,244	9,929	0	0	7,698	5,679	0 1/	0	41,401	69,645
Soybeans	5,486	0	5,486	0	0	37,538	0	0	0	0	37,538	43,024
Oats	4,136	0	4,136	928	0	0	0	0	0	0	928	5,064
Other 2/	192	0	192	1,689	0	0	0	1,524	0	0	3,213	3,405
All Grains	43,190	500	43,690	12,564	6,504	37,538	7,698	7,203	18,095	0	89,602	133,292

1/ Less than three plants; volume included in totals.
2/ Other includes barley, sorghum grains, flax, rye and millet.

TABLE B 3 -- VOLUME OF GRAIN MERCHANDISED AND PROCESSED, IOWA, 1960
(THOUSAND BUSHELS)

Grain	Merchandised			Processed								
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mfg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	Merchandised & Processed
Wheat	13,264	0 1/	14,764	1,080	12,247	0	0 1/	0	0	0	15,138	29,902
Corn	33,611	0 1/	34,511	9,576	0	0	0 1/	0	43,153	0	54,496	89,007
Soybeans	7,029	0 1/	7,119	0	0	73,284	0	0	0	0	73,284	80,403
Oats	4,096	0	4,096	5,508	0	0	24,896	0	0	0	30,404	34,500
Other 2/	3,528	0 1/	3,618	646	0	0 1/	692	0	0 1/	0	2,914	6,532
All Grains	61,528	2,580	64,108	16,810	12,247	73,285	29,166	0	44,728	0	176,236	240,344

1/ Less than three plants; volume included in totals.
2/ Other includes barley, sorghum grains, flax, rye and millet.

TABLE B 4 -- VOLUME OF GRAIN MERCHANDISED AND PROCESSED, KANSAS, 1960
(THOUSAND BUSHELS)

Grain	Merchandised			Processed								
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mfg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	Merchandised & Processed
Wheat	96,652	2,750	99,402	0 1/	90,380	0	0	0 1/	0	0	91,040	190,442
Corn	6,833	0 1/	7,433	992	0	0	0	0 1/	0	0	1,142	8,575
Soybeans	2,246	0 1/	2,316	0	0	5,500	0	0	0	0	5,500	7,816
Oats	389	0	389	221	0	0	0	0	0	0	221	610
Other 2/	27,709	1,810	29,519	3,350	0 1/	0	0	750	0	0	4,200	33,719
All Grains	133,829	5,230	139,059	4,623	90,480	5,500	0	1,500	0	0	102,103	241,162

1/ Less than three plants; volume included in totals.
2/ Other includes barley, sorghum grains, flax, rye and millet.

TABLE B 5 -- VOLUME OF GRAIN MERCHANDISED AND PROCESSED, MINNESOTA, 1960
(THOUSAND BUSHELS)

Grain	Merchandised			Processed								
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mfg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	Merchandised & Processed
Wheat	34,424	2,470	36,894	0[1]	55,038	0	0[1]	0	0	0[1]	55,358	92,252
Corn	31,336	6,302	37,638	3,894	0	0	0[1]	0	0	0	3,994	41,632
Soybeans	11,451	5,030	16,481	0[1]	0	31,141	0	0	0	0	31,352	47,833
Oats	24,003	0[1]	28,217	3,326	0	0	0[1]	0	0	0	7,826	36,043
Other[2]	36,962	5,284	42,246	370	2,551	18,432	600	0	0	25,274	47,227	89,473
All Grains	138,176	23,300	161,476	8,024	57,589	49,573	5,220	0	0	25,351	145,757	307,233

1/ Less than three plants; volume included in totals.
2/ Other includes barley, sorghum grains, flax, rye and millet.

TABLE B 6 -- VOLUME OF GRAIN MERCHANDISED AND PROCESSED, MISSOURI, 1960
(THOUSAND BUSHELS)

Grain	Merchandised			Processed								
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mfg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	Merchandised & Processed
Wheat	45,031	7,567	52,598	45	51,123	0	0[1]	0	0	0	52,706	105,304
Corn	34,348	6,970	41,318	13,043	0	0	4,489	0[1]	0[1]	0	37,066	78,384
Soybeans	8,076	7,573	15,649	0	0	14,462	0	0	0	0	14,462	30,111
Oats	1,677	0[1]	1,727	2,712	0	0	0[1]	0	0	0	6,852	8,579
Other[2]	16,921	475	17,396	10,899	0[1]	0	0	0[1]	0	0[1]	13,621	31,017
All Grains	106,053	22,635	128,688	26,699	51,339	14,462	10,167	40	19,500	2,500	124,707	253,395

1/ Less than three plants; volume included in totals.
2/ Other includes barley, sorghum grains, flax, rye and millet.

TABLE B 7 -- VOLUME OF GRAIN MERCHANDISED AND PROCESSED, NEBRASKA, 1960
(THOUSAND BUSHELS)

Grain	Merchandised			Processed								Merchandised & Processed
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mfg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	
Wheat	19,372	0	19,372	509	17,621	0	290	0	0	0	18,420	37,792
Corn	16,814	0	16,814	2,337	0	0	5,100	0	0	0	7,437	24,251
Soybeans	3,330	0	3,330	0 1/	0	0 1/	0	0	0	0	590	3,920
Oats	1,769	0	1,769	476	0	0	0	0	0	0	476	2,245
Other 2/	5,479	0	5,479	1,609	0	0	0	0	0	0	1,609	7,088
All Grains	46,764	0	46,764	5,006	17,621	515	5,390	0	0	0	28,532	75,296

1/ Less than three plants; volume included in totals.
2/ Other includes barley, sorghum grains, flax, rye and millet.

TABLE B 8 -- VOLUME OF GRAIN MERCHANDISED AND PROCESSED, NORTH DAKOTA, 1960
(THOUSAND BUSHELS)

Grain	Merchandised			Processed								Merchandised & Processed
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mfg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	
Wheat	4,341	0	4,341	0 1/	8,106	0	0	0	0	0	8,156	12,497
Corn	136	0	136	355	0	0	0	0	0	0	355	491
Soybeans	557	0 1/	577	0	0	0 1/	0	0	0	0	450	1,027
Oats	169	0	169	1,020	0	0	0	0	0	0	1,020	1,189
Other 2/	4,591	0 1/	4,611	1,350	0	0	0	0	0	0	1,350	5,961
All Grains	9,794	40	9,834	2,775	8,106	450	0	0	0	0	11,331	21,165

1/ Less than three plants; volume included in totals.
2/ Other includes barley, sorghum grains, flax, rye and millet.

TABLE B 9 -- VOLUME OF GRAIN MERCHANDISED AND PROCESSED, OHIO, 1960
(THOUSAND BUSHELS)

Grain	Merchandised			Processed								
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mfg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	Merchandised & Processed
Wheat	39,759	5,964	45,723	3,030	20,443	0	0	0	0	0	23,473	69,196
Corn	45,582	10,945	56,527	17,477	0	0	0 1/	0	0	0	18,077	74,604
Soybeans	24,976	6,905	31,881	0	0	27,519	0	0	0	0	27,519	59,400
Oats	13,128	0 1/	13,643	5,777	0	0	0	0	0	0	5,777	19,420
Other 2/	243	0	243	771	0	0	0	0	0	0 1/	1,406	1,649
All Grains	123,688	24,329	148,017	27,055	20,443	27,519	600	0	0	635	76,252	224,269

1/ Less than three plants; volume included in totals.
2/ Other includes barley, sorghum grains, flax, rye and millet.

TABLE B 10 -- VOLUME OF GRAIN MERCHANDISED AND PROCESSED, SOUTH DAKOTA, 1960
(THOUSAND BUSHELS)

Grain	Merchandised			Processed								
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mfg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	Merchandised & Processed
Wheat	188	0	188	0	0 1/	0	0 1/	0	0	0	1,276	1,464
Corn	384	0	384	737	0	0	0	0	0	0	737	1,121
Soybeans	56	0	56	0	0	0	0	0	0	0	0	56
Oats	170	0	170	961	0	0	0	0	0	0	961	1,131
Other 2/	150	0	150	148	0	0	0	0	0	0	148	298
All Grains	948	0	948	1,846	1,254	0	22	0	0	0	3,122	4,070

1/ Less than three plants; volume included in totals.
2/ Other includes barley, sorghum grains, flax, rye and millet.

TABLE B 11 -- VOLUME OF GRAIN MERCHANDISED AND PROCESSED, WISCONSIN, 1960
(THOUSAND BUSHELS)

Grain	Merchandised			Processed								Merchandised & Processed
	Domestic	Export	Total	Feed Mfgr.	Flour Milling	Oilseed Proc.	Dry Mill. Cereal Mfg.	Distilling Alcohol Mfg.	Wet Corn Milling	Malting Brewing	Total	
Wheat	6,537	16,057	22,594	0 1/	0 1/	0	0	0	0	0	5,576	28,170
Corn	1,687	5,343	7,030	6,561	0	0	0 1/	0	0	0	18,561	25,591
Soybeans	490	3,067	3,557	0	0	0	0	0	0	0	0	3,557
Oats	3,442	10,575	14,017	2,025	0	0	0	0	0	0	2,025	16,042
Other 2/	3,236	7,846	11,082	188	0 1/	0	0	0	0	0 1/	6,325	17,407
All Grains	15,392	42,888	58,280	8,836	5,651	0	12,000	0	0	6,000	32,487	90,767

1/ Less than three plants; volume included in totals.
2/ Other includes barley, sorghum grains, flax, rye and millet.

APPENDIX C

TABLE C 1 -- PROCUREMENT OF GRAIN BY MERCHANDISERS AND PROCESSORS, ILLINOIS, 1960

Grain	Farm		Country Elevator		Terminal Elevator		Other 1/		Total	
	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent
Wheat	12,034	13.8	46,742	53.6	15,044	17.2	13,411	15.4	87,231	100
Feed grains	29,354	8.2	213,248	59.4	26,405	7.4	89,781	25.0	358,788	100
Soybeans	21,250	11.7	122,500	67.1	11,023	6.0	27,717	15.2	182,490	100
All Grains	62,638	10.0	382,490	60.9	52,472	8.3	130,909	20.8	628,509	100

1/ Other includes CCC, grain dealers and truckers.

TABLE C 2 -- PROCUREMENT OF GRAIN BY MERCHANDISERS AND PROCESSORS, INDIANA, 1960

Grain	Farm		Country Elevator		Terminal Elevator		Other 1/		Total	
	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent
Wheat	2,814	23.2	7,063	58.1	463	3.8	1,814	14.9	12,154	100
Feed grains	5,873	7.5	33,121	42.4	8,399	10.8	30,721	39.3	78,114	100
Soybeans	2,667	6.2	29,146	67.8	2,250	5.2	8,961	20.8	43,024	100
All Grains	11,354	8.5	69,330	52.1	11,112	8.3	41,496	31.1	133,292	100

1/ Other includes CCC, grain dealers and truckers.

TABLE C 3 -- PROCUREMENT OF GRAIN BY MERCHANDISERS AND PROCESSORS, IOWA, 1960

Grain	Farm		Country Elevator		Terminal Elevator		Other 1/		Total	
	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent
Wheat	11,506	38.5	11,608	38.8	5,647	18.9	1,141	3.8	29,902	100
Feed grains	17,744	13.6	80,346	61.8	12,308	9.5	19,641	15.1	130,039	100
Soybeans	17,674	22.0	54,018	67.2	4,925	6.1	3,786	4.7	80,403	100
All Grains	46,924	19.5	145,972	60.8	22,880	9.5	24,568	10.2	240,344	100

1/ Other includes CCC, grain dealers and truckers.

TABLE C 4 -- PROCUREMENT OF GRAIN BY MERCHANDISERS AND PROCESSORS, KANSAS, 1960

Grain	Farm		Country Elevator		Terminal Elevator		Other 1/		Total	
	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent
Wheat	27,060	14.2	127,904	67.2	27,753	14.6	7,725	4.0	190,442	100
Feed grains	5,858	13.7	34,168	79.6	2,217	5.2	661	1.5	42,904	100
Soybeans	4,275	54.7	3,290	42.1	44	0.6	207	2.6	7,816	100
All Grains	37,193	15.4	165,362	68.6	30,014	12.4	8,593	3.6	241,162	100

1/ Other includes CCC, grain dealers and truckers.

TABLE C 5 -- PROCUREMENT OF GRAIN BY MERCHANDISERS AND PROCESSORS, MINNESOTA, 1960

Grain	Farm		Country Elevator		Terminal Elevator		Other 1/		Total	
	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent
Wheat	3,707	4.0	51,786	56.1	25,736	27.9	11,023	12.0	92,252	100
Feed grains	9,637	5.8	118,038	70.6	23,881	14.3	15,592	9.3	167,148	100
Soybeans	2,769	5.8	36,456	76.2	1,795	3.8	6,813	14.2	47,833	100
All Grains	16,113	5.2	206,280	67.2	51,412	16.7	33,428	10.9	307,233	100

1/ Other includes CCC, grain dealers and truckers.

TABLE C 6 -- PROCUREMENT OF GRAIN BY MERCHANDISERS AND PROCESSORS, MISSOURI, 1960

Grain	Farm		Country Elevator		Terminal Elevator		Other 1/		Total	
	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent
Wheat	20,478	19.4	47,112	44.8	30,010	28.5	7,704	7.3	105,304	100
Feed grains	12,231	10.4	59,216	50.2	26,780	22.7	19,753	16.7	117,980	100
Soybeans	7,761	25.8	16,111	53.5	5,124	17.0	1,115	3.7	30,111	100
All Grains	40,470	16.0	122,439	48.3	61,914	24.4	28,572	11.3	253,395	100

1/ Other includes CCC, grain dealers and truckers.

TABLE C 7 -- PROCUREMENT OF GRAIN BY MERCHANDISERS AND PROCESSORS, NEBRASKA, 1960

Grain	Farm		Country Elevator		Terminal Elevator		Other 1/		Total	
	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent
Wheat	9,418	24.9	13,292	35.2	14,893	39.4	189	0.5	37,792	100
Feed grains	13,985	41.6	12,322	36.7	3,051	9.1	4,226	12.6	33,584	100
Soybeans	1,279	32.6	2,104	53.7	537	13.7	0	0	3,920	100
All Grains	24,682	32.8	27,718	36.8	18,481	24.5	4,415	5.9	75,296	100

1/ Other includes CCC, grain dealers and truckers.

TABLE C 8 -- PROCUREMENT OF GRAIN BY MERCHANDISERS AND PROCESSORS, NORTH DAKOTA, 1960

Grain	Farm		Country Elevator		Terminal Elevator		Other 1/		Total	
	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent
Wheat	2,658	21.3	6,597	52.8	3,242	25.9	0	0	12,497	100
Feed grains	3,413	44.7	3,478	45.5	750	9.8	0	0	7,641	100
Soybeans	418	40.7	159	15.5	450	43.8	0	0	1,027	100
All Grains	6,489	30.6	10,234	48.4	4,442	21.0	0	0	21,165	100

1/ Other includes CCC, grain dealers and truckers.

TABLE C 9 -- PROCUREMENT OF GRAIN BY MERCHANDISERS AND PROCESSORS, OHIO, 1960

Grain	Farm		Country Elevator		Terminal Elevator		Other 1/		Total	
	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent
Wheat	7,365	10.6	50,038	72.3	9,806	14.2	1,987	2.9	69,196	100
Feed grains	7,552	7.9	66,709	69.7	16,746	17.5	4,666	4.9	95,673	100
Soybeans	6,125	10.3	35,190	59.2	10,100	17.0	7,985	13.5	59,400	100
All Grains	21,042	9.4	151,937	67.8	36,652	16.3	14,638	6.5	224,269	100

1/ Other includes CCC, grain dealers and truckers.

TABLE C 10 -- PROCUREMENT OF GRAIN BY MERCHANDISERS AND PROCESSORS, SOUTH DAKOTA, 1960

Grain	Farm		Country Elevator		Terminal Elevator		Other 1/		Total	
	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent
Wheat	571	39.0	893	61.0	0	0	0	0	1,464	100
Feed grains	1,042	40.9	1,070	41.9	0	0	438	17.2	2,550	100
Soybeans	56	100.0	0	0	0	0	0	0	56	100
All Grains	1,669	41.0	1,963	48.2	0	0	438	10.8	4,070	100

1/ Other includes CCC, grain dealers and truckers.

TABLE C 11 -- PROCUREMENT OF GRAIN BY MERCHANDISERS AND PROCESSORS, WISCONSIN, 1960

Grain	Farm		Country Elevator		Terminal Elevator		Other 1/		Total	
	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent	Thousand Bushels	Percent
Wheat	2,524	9.0	18,664	66.3	5,988	21.2	994	3.5	28,170	100
Feed grains	8,809	14.9	29,495	50.0	15,437	26.1	5,299	9.0	59,040	100
Soybeans	0	0	3,433	96.5	124	3.5	0	0	3,557	100
All Grains	11,333	12.5	51,592	56.9	21,549	23.7	6,293	6.9	90,767	100

1/ Other includes CCC, grain dealers and truckers.

APPENDIX D

TABLE D 1 -- DISPOSITION OF GRAIN BY GRAIN MERCHANDISING PLANTS IN ILLINOIS, 1960
(PERCENT)

Grain	Terminal Elevators	Export Elevators	Flour Mills	Feed Proc.	Oilseed Proc.	Wet Corn Millers	Cereal Mfgrs.	Brewers Maltsters	Distillers Alcohol Mfg.	Grain 1/ Dealers	Direct 2/ Sales	Total
Wheat	39.3	32.7	27.2	0.3	0	0	0	0	0	0	0.5	100
Soybeans	33.7	35.4	0.3	0	28.8	0	0	0	0	1.8	0	100
Feed Grains	35.3	38.2	0	9.0	0	7.0	0.8	0.3	2.7	4.2	2.5	100
All Grains	35.5	36.9	3.8	6.0	5.9	4.6	0.5	0.2	1.8	3.1	1.7	100

1/ Includes grain wholesalers, brokers and truckers.
2/ Includes feeders, farmers and local retail sales.

TABLE D 2 -- DISPOSITION OF GRAIN BY GRAIN MERCHANDISING PLANTS IN INDIANA, 1960
(PERCENT)

Grain	Terminal Elevators	Export Elevators	Flour Mills	Feed Proc.	Oilseed Proc.	Wet Corn Millers	Cereal Mfgrs.	Brewers Maltsters	Distillers Alcohol Mfg.	Grain 1/ Dealers	Direct 2/ Sales	Total
Wheat	17.7	20.0	62.3	0	0	0	0	0	0	0	0	100
Soybeans	12.1	1.3	0	0.9	75.5	0	0	0	0	0	10.2	100
Feed Grains	21.5	27.2	0	29.7	0	7.4	0	6.1	0.8	1.6	5.7	100
All Grains	19.9	23.0	8.0	22.3	9.5	5.5	0	4.5	0.6	1.2	5.5	100

1/ Includes grain wholesalers, brokers and truckers.
2/ Includes feeders, farmers and local retail sales.

TABLE D 3 -- DISPOSITION OF GRAIN BY GRAIN MERCHANDISING PLANTS IN IOWA, 1960
(PERCENT)

Grain	Terminal Elevators	Export Elevators	Flour Mills	Feed Proc.	Oilseed Proc.	Wet Corn Millers	Cereal Mfgrs.	Brewers Maltsters	Distillers Alcohol Mfg.	Grain 1/ Dealers	Direct 2/ Sales	Total
Wheat	19.2	11.8	48.0	3.2	0	0	2.8	0	0	10.0	5.0	100
Soybeans	5.6	4.6	0	0	84.7	0	0	0	0	5.1	0	100
Feed Grains	15.0	5.2	0.1	24.0	0	15.5	5.7	0.7	0.7	14.3	18.8	100
All Grains	14.9	6.7	11.1	9.4	10.2	4.4	4.4	0.5	0.5	12.3	13.5	100

1/ Includes grain wholesalers, brokers and truckers.
2/ Includes feeders, farmers and local retail sales.

TABLE D 4 -- DISPOSITION OF GRAIN BY GRAIN MERCHANDISING PLANTS IN KANSAS, 1960
(PERCENT)

Grain	Terminal Elevators	Export Elevators	Flour Mills	Feed Proc.	Oilseed Proc.	Wet Corn Millers	Cereal Mfgrs.	Brewers Maltsters	Distillers Alcohol Mfg.	Grain 1/ Dealers	Direct 2/ Sales	Total
Wheat	13.9	22.6	54.6	2.0	0	0	0	0	0	6.9	0	100
Soybeans	0	9.5	0	0	90.5	0	0	0	0	0	0	100
Feed Grains	10.7	17.4	1.2	46.4	0	1.0	0.6	0	0.6	14.1	8.0	100
All Grains	12.8	21.0	39.3	13.9	1.5	0.3	0.2	0	0.2	8.7	2.1	100

1/ Includes grain wholesalers, brokers and truckers.
2/ Includes feeders, farmers and local retail sales.

TABLE D 5 -- DISPOSITION OF GRAIN BY GRAIN MERCHANDISING PLANTS IN MINNESOTA, 1960
(PERCENT)

Grain	Terminal Elevators	Export Elevators	Flour Mills	Feed Proc.	Oilseed Proc.	Wet Corn Millers	Cereal Mfgrs.	Brewers Maltsters	Distillers Alcohol Mfg.	Grain Dealers 1/	Direct Sales 2/	Total
Wheat	13.2	10.9	71.7	4.2	0	0	0	0	0	0	0	100
Soybeans	30.6	48.8	0	0	20.5	0	0	0	0	0.1	0	100
Feed Grains	19.7	21.5	7.8	28.6	0	0.7	0.8	14.5	6.2	0.2	0	100
All Grains	19.3	21.9	21.6	20.1	2.1	0.5	0.5	9.7	4.2	0.1	0	100

1/ Includes grain wholesalers, brokers and truckers.
2/ Includes feeders, farmers and local retail sales.

TABLE D 6 -- DISPOSITION OF GRAIN BY GRAIN MERCHANDISING PLANTS IN MISSOURI, 1960
(PERCENT)

Grain	Terminal Elevators	Export Elevators	Flour Mills	Feed Proc.	Oilseed Proc.	Wet Corn Millers	Cereal Mfgrs.	Brewers Maltsters	Distillers Alcohol Mfg.	Grain Dealers 1/	Direct Sales 2/	Total
Wheat	18.5	30.6	41.7	0.4	0	0	0.3	0	0	0	8.5	100
Soybeans	0.9	28.5	0	9.3	50.2	0	0	0	0	0	11.1	100
Feed Grains	8.6	17.9	0	45.5	0	5.2	1.3	0.1	2.9	16.1	2.4	100
All Grains	11.7	24.4	17.0	22.7	6.1	2.4	0.7	0	1.4	7.6	6.0	100

1/ Includes grain wholesalers, brokers and truckers.
2/ Includes feeders, farmers and local retail sales.

TABLE D 7 -- DISPOSITION OF GRAIN BY GRAIN MERCHANDISING PLANTS IN NEBRASKA, 1960
(PERCENT)

Grain	Terminal Elevators	Export Elevators	Flour Mills	Feed Proc.	Oilseed Proc.	Wet Corn Millers	Cereal Mfgrs.	Brewers Maltsters	Distillers Alcohol Mfg.	Grain 1/ Dealers	Direct 2/ Sales	Total
Wheat	56.9	1.7	36.4	0.2	0	0	0	0	0	4.8	0	100
Soybeans	21.7	0	0	0	78.3	0	0	0	0	0	0	100
Feed Grains	40.4	0.2	3.6	24.1	0	2.0	2.3	0	1.9	6.6	18.9	100
All Grains	45.9	0.8	16.9	12.5	5.6	1.0	1.2	0	1.0	5.4	9.7	100

1/ Includes grain wholesalers, brokers and truckers.
2/ Includes feeders, farmers and local retail sales.

TABLE D 8 -- DISPOSITION OF GRAIN BY GRAIN MERCHANDISING PLANTS IN NORTH DAKOTA, 1960
(PERCENT)

Grain	Terminal Elevators	Export Elevators	Flour Mills	Feed Proc.	Oilseed Proc.	Wet Corn Millers	Cereal Mfgrs.	Brewers Maltsters	Distillers Alcohol Mfg.	Grain 1/ Dealers	Direct 2/ Sales	Total
Wheat	43.3	15.0	16.7	0	0	0	8.3	0	0	16.7	0	100
Soybeans	20.1	0	0	0	67.9	0	0	0	0	12.0	0	100
Feed Grains	5.2	0	0.2	26.0	0	0	0	33.5	0	15.8	19.3	100
All Grains	22.9	6.6	7.5	13.0	4.0	0	3.7	16.7	0	16.0	9.6	100

1/ Includes grain wholesalers, brokers and truckers.
2/ Includes feeders, farmers and local retail sales.

TABLE D 9 -- DISPOSITION OF GRAIN BY GRAIN MERCHANDISING PLANTS IN OHIO, 1960
(PERCENT)

Grain	Terminal Elevators	Export Elevators	Flour Mills	Feed Proc.	Oilseed Proc.	Wet Corn Millers	Cereal Mfgrs.	Brewers Maltsters	Distillers Alcohol Mfg.	Grain 1/ Dealers	Direct 2/ Sales	Total
Wheat	23.7	14.1	56.1	5.9	0	0	0.2	0	0	0	0	100
Soybeans	12.1	9.5	0	0	78.4	0	0	0	0	0	0	100
Feed Grains	20.4	10.9	2.9	58.4	0	0.7	2.8	2.1	0.4	0	1.4	100
All Grains	19.6	11.6	18.7	29.6	16.9	0.3	1.4	1.0	0.2	0	0.7	100

1/ Includes grain wholesalers, brokers and truckers.
2/ Includes feeders, farmers and local retail sales.

TABLE D 10 -- DISPOSITION OF GRAIN BY GRAIN MERCHANDISING PLANTS IN SOUTH DAKOTA, 1960
(PERCENT)

Grain	Terminal Elevators	Export Elevators	Flour Mills	Feed Proc.	Oilseed Proc.	Wet Corn Millers	Cereal Mfgrs.	Brewers Maltsters	Distillers Alcohol Mfg.	Grain 1/ Dealers	Direct 2/ Sales	Total
Wheat	75.0	0	0	0	0	0	25.0	0	0	0	0	100
Soybeans	35.7	0	0	0	64.3	0	0	0	0	0	0	100
Feed Grains	62.5	0	0	2.0	0	0	0	11.1	0	7.2	17.2	100
All Grains	63.4	0	0	1.5	3.8	0	4.9	8.2	0	5.4	12.8	100

1/ Includes grain wholesalers, brokers and truckers.
2/ Includes feeders, farmers and local retail sales.

TABLE D 11 -- DISPOSITION OF GRAIN BY GRAIN MERCHANDISING PLANTS IN WISCONSIN, 1960
(PERCENT)

Grain	Terminal Elevators	Export Elevators	Flour Mills	Feed Proc.	Oilseed Proc.	Wet Corn Millers	Cereal Mfgrs.	Brewers Maltsters	Distillers Alcohol Mfg.	Grain 1/ Dealers	Direct 2/ Sales	Total
Wheat	21.8	19.8	58.4	0	0	0	0	0	0	0	0	100
Soybeans	0	100.0	0	0	0	0	0	0	0	0	0	100
Feed Grains	1.6	67.2	0	29.0	0	0	0	2.2	0	0	0	100
All Grains	9.3	50.8	22.7	16.0	0	0	0	1.2	0	0	0	100

1/ Includes grain wholesalers, brokers and truckers.
2/ Includes feeders, farmers and local retail sales.