

A QUESTIONNAIRE FOR SAMPLING PRICE, PRODUCTION,
AND FINANCE INFORMATION IN FARM SUPPLY
AND MARKETING COOPERATIVES

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A cooperative association is an organization of firms which is controlled by those who use it and is operated for their mutual benefit as patrons. The cooperative association operates under different principles than does a proprietary corporation. The proprietary corporation is normally assumed to have the objective of maximizing profits while the cooperative firm is assumed to have the objective of maximizing the benefit it derives for its member patrons.

The questionnaire presented on the following pages was developed to obtain information for an empirical analysis of the short-run operating decisions of the cooperative firm. The price information for feed, fertilizer, corn, and soybeans was used to estimate price equations for each commodity. These price equations indicated the characteristics which caused differences in the prices cooperatives receive or pay for the products they trade with their patrons.

The survey which used this questionnaire was conducted in the months of June, July, and August of 1979. Sixty-eight Iowa cooperatives were selected to participate in the survey. The firms were selected randomly from the Iowa Grain and Feed Dealers Association registry, with the condition that the firm was a cooperative.

The fiscal year information was obtained from the annual financial reports of the cooperatives. The facilities information was obtained in personal interviews with the managers of the cooperatives. The feed and fertilizer price information was obtained from price sheets which the cooperatives used to post the feed and fertilizer prices. The balance sheet and income statement information for May, 1979, was obtained from the monthly financial reports of the cooperatives. The corn and soybean

prices were collected from ledgers the cooperatives use to record the daily prices they offer for these grains. The prices collected consisted of the Thursday closing cash bid for each product from January 6, 1977, to June 28, 1979. When the listed date was a holiday, the previous day's closing cash price was recorded. The stocks' information was collected from the inventory records of the cooperatives. The stocks were recorded as the closing inventory, in bushels, for each product on the last business day of each month.

Firm Name _____

Firm Number _____

Phone _____

Manager _____

Town _____

County _____

Crop District _____

Agronomy Information

1. For the latest fiscal year ended, you had:

- 1) Total Agronomy Sales (\$) _____
- 2) Total Chemical Sales (\$) _____
- 3) Total NH_3 Sales (\$) _____
- 4) Total Dry Sales (\$) _____
- 5) Total Gross Margin (Agronomy) (\$) _____

2. Your total company storage facilities include:

- | | <u>Plant</u> | <u>Equipment</u> |
|-------------------------|--------------|------------------|
| 1) NH_3 (Tons) | _____ | _____ |
| 2) Dry (Tons) | _____ | _____ |
| 3) Liquid (Tons) | _____ | _____ |

3. Your patronage dividends in agronomy for the fiscal year ending in _____ was:

1976 (7) _____

1977 (8) _____

1978 (9) _____

4. How many locations handle

_____ NH_3

_____ Dry

_____ Liquid

_____ Chemicals

5. For the services offered:

1) Do you have anhydrous applicators? _____

Do you rent them or are they supplied with the product? _____

What is the rent, or, if supplied, the discount if not taken? _____

2) Do you deliver anhydrous? _____

Do you charge for delivery? _____

What is the charge/discount for delivery? _____

6. What was your billing price for anhydrous ammonia this spring? _____

7. What constitutes your market area in agronomy (primarily NH_3)?

(_____ % of _____ county)

Feed Information

1. For the latest fiscal year ended, you had:

- 1) Total Feed Sales (\$) _____
- 2) Total Gross Margin in Feed (\$) _____
- 3) You handled approximately _____ (of total)
_____ % in bag
_____ % in bulk
- 4) What percent of the total bushels of grain handled was shipped through the feed department? _____

2. Currently,

- 1) The number of facilities which handle bulk feed is _____
- 2) Do you mix your own concentrate? _____
If yes, is it your own formula? _____
- 3) What tonnage can you mix and deliver in a 10 hour day (complete feed)? _____
- 4) How many delivery units for feed do you own? _____
What is the total capacity of these delivery units? _____

3. Your dividends in feed for the fiscal year ending _____ was

_____ 1976 (7)
_____ 1977 (8)
_____ 1978 (9)

4. _____ % Hog concentrate price in 1 ton bulk load F.O.B.
For 6-14-79 was \$ _____ per ton. (~40%)

4. (continued)

_____ % Cattle concentrate (natural protein) price in 1 ton
bulk load F.O.B. For 6-14-79 was \$_____ per ton. (~35%)

_____ % Cattle concentrate (with NPN) price in 1 ton bulk
load F.O.B. For 6-14-79 was \$_____ per ton. (~50-20)

5. The total \$ sales in feed for May, 1979, _____.

The total \$ gross sales in feed for May, 1979, _____.

6. What constitutes your market area in feed? (_____ % of _____ County)

Grain Information

1. For the latest fiscal year ended, you had:

- 1) Total bushels of corn sales _____
- 2) Total bushels of soybean sales _____
- 3) Total bushels of other grain sales _____
- 4) Total gross margin in grain (\$) _____
- 5) Of the total grain handled, what percent was shipped? _____
 - _____ Unit train
 - _____ Rail
 - _____ Truck
 - _____ Feed

2. Currently,

- 1) How much total storage do you have of _____?
 - Flat _____
 - Upright Sales _____
 - Upright Concrete _____
 - Other _____
- 2) What is your total drying capacity per hour (5Pts)? _____
- 3) How many facilities handle grain? _____
- 4) How many cars have you leased for grain shipment? _____

3. What were your drying and storage charges for

1978

1979 (projected)

4. Your dividends in grain for fiscal year ending _____ was

1976 (7) _____

1977 (8) _____

1978 (9) _____

5. 1) Your primary market for soybeans is

gulf _____% shipped to

instate _____% shipped to

other _____% specify ()

2) What is the distance to your instate market? _____

3) What is the distance to your other market? _____

6. 1) Your primary market for corn is

gulf _____% shipped to

instate _____% shipped to

other _____% specify ()

2) What is the distance to your instate market? _____

3) What is the distance to your other market? _____

7. What constitutes your market area for grain? (_____% of _____ county)

General Information

1. For the latest fiscal year ended, you had;

- 1) Total fixed assets (purchase value) _____
- 2) Total fixed assets (book value) _____
- 3) Total sales _____
- 4) Total gross savings _____
- 5) Total net income _____
- 6) Patronage dividends received from regionals _____
- 7) Total Member's Equity _____
- 8) Total current assets _____
- 9) Total current liabilities _____
- 10) Total operating expenses _____

2. Which month does your fiscal year end in? _____

3. Do you have deferred patronage dividends or preferred stock?

If deferred patronage dividends;

How current are you? _____

What percent of current earnings are paid in cash? _____

If preferred stock;

What percent of current earnings are paid in cash? _____

How do you pay out the preferred stock?

4. How many full-time employees do you have? _____

Balance Sheet and Income Statement Information

<u>Month</u>	<u>May, 1979</u>
Total Current Assets	_____
Total Inventory	_____
Total Assets	_____
Total Current Liabilities	_____
Total Long Term Liabilities	_____
Total Members Equity	_____
Total \$ Sales for Month	_____
Total \$ Gross Savings for Month	_____
Total \$ Other Income for Month	_____
Total Operating Expenses	_____

Grain Price Information

1977	Date	Cash Corn Bid	Cash Bean Bid	Total
	1-6-77			
	1-13			
	1-20			
	1-27			
	Stocks			
	2-3			
	2-10			
	2-17			
	2-24			
	Stocks			
	3-3			
	3-10			
	3-17			
	3-24			
	3-31			
	Stocks			
	4-7			
	4-14			
	4-21			
	4-28			
	Stocks			
	5-5			
	5-12			
	5-19			
	5-26			
	Stocks			
	6-2			
	6-9			
	6-16			
	6-23			
	6-30			
	Stocks			

1977	Date	Cash Corn Bid	Cash Bean Bid
	7-7-77		
	7-14		
	7-21		
	7-28		
	Stocks		
	8-4		
	8-11		
	8-18		
	8-25		
	Stocks		
	9-1		
	9-8		
	9-15		
	9-22		
	9-29		
	Stocks		
	10-6		
	10-13		
	10-20		
	10-27		
	Stocks		
	11-3		
	11-10		
	11-17		
	11-24		
	Stocks		
	12-1		
	12-8		
	12-15		
	12-22		
	12-29		
	Stocks		

1978

Date	Cash Corn Bid	Cash Bean Bid
1-5		
1-12		
1-19		
1-26		
Stocks		
2-2		
2-9		
2-16		
2-23		
Stocks		
3-2		
3-9		
3-16		
3-23		
3-30		
Stocks		
4-6		
4-13		
4-20		
4-27		
Stocks		
5-4		
5-11		
5-18		
5-25		
Stocks		
6-1		
6-8		
6-15		
6-22		
6-29		
Stocks		

1978

Date	Cash Corn Bid	Cash Bean Bid
7-6		
7-13		
7-20		
7-27		
Stocks		
8-3		
8-10		
8-17		
8-24		
8-31		
Stocks		
9-7		
9-14		
9-21		
9-28		
Stocks		
10-5		
10-12		
10-19		
10-26		
Stocks		
11-2		
11-9		
11-16		
11-23		
11-30		
Stocks		
12-7		
12-14		
12-21		
12-28		
Stocks		

1979

Date	Cash Corn Bid	Cash Bean Bid	
1-4			
1-11			
1-18			
1-25			
Stocks			
2-1			
2-8			
2-15			
2-22			
Stocks			
3-1			
3-8			
3-15			
3-22			
3-29			
Stocks			
4-5			
4-12			
4-19			
4-26			
Stocks			
5-3			
5-10			
5-17			
5-24			
5-31			
Stocks			
6-7			
6-14			
6-21			
6-28			
Stocks			