

LANDMARK, INC. (A)

A Case Study of a
Regional Farm Cooperative

by Bruce W. Marion

DEPARTMENT OF AGRICULTURAL ECONOMICS AND RURAL SOCIOLOGY
THE OHIO STATE UNIVERSITY

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Foreword

This case study was developed as a vehicle for class exposure to and discussion of actual management problems. It is not intended to illustrate either effective or ineffective management practices. Nor should this case be viewed in any sense as a research report. Rather, the intent is to provide the actual information that was available to a firm's management on a particular problem situation.

LANDMARK, INC. (A)*

Background of Landmark

Organized in 1919 by a group of Ohio farmers, The Ohio Farm Bureau Federation (OFBF) and its member farmers spawned a series of related cooperative enterprises in the succeeding 20 year period. Group purchasing of farm supplies was started in 1923 and led to the formation in 1934 of The Ohio Farm Bureau Cooperative Association, Inc., now known as Landmark, Inc. In the late 1920's The Farm Bureau Mutual Auto Insurance Company was formed as a satellite of OFBF. This operation became a legally separate entity in 1946; its name was changed to The Nationwide Insurance Company in 1955. However, one-half of Nationwide's board of directors continued to be nominated by the board of OFBF.

During the 1920-40 period, other cooperative ventures were started which have since been spun-off to operate as separate cooperative enterprises, including Producers' Livestock Cooperative, a livestock marketing organization, and Ohio Wool Growers, a wool marketing cooperative. Thus, the philosophy of OFBF during this period--judging from their action--was to initiate needed programs to serve Ohio farmers, but allow these to become independent entities when they were firmly established.^{1/}

While Landmark was legally and operationally a separate entity from its parent organization, OFBF, there continued to be several tying arrangements and very close working relationships. The two organizations shared the same headquarters building, their boards were composed of the same people, and some personnel moved from one organization to the other. By contract, the OFBF was a "sponsor" of both Landmark and Nationwide Insurance for which it was paid a small fee.^{2/} The primary benefits of this sponsorship were from the educational, promotional and public relations activities of OFBF with its members.

*This case was prepared by Bruce W. Marion, Associate Professor of Agricultural Economics, The Ohio State University as a basis for class discussion. It is not intended to illustrate either effective or ineffective handling of administrative problems.

^{1/} The "sponsor" relationship between OFBF and both Landmark and Nationwide was maintained not only for the income generated, but more importantly as visible indicators of the things OFBF was doing for its members.

^{2/} The two organizations pay approximately \$400,000 in sponsor fees to OFBF, or about one-half of the latter's income. Nearly 60% of this total is paid by Nationwide. OFBF has maintained control of Landmark's board, holding over 600 voting shares while the county cooperatives each hold one voting share.

A basic distinction in the functions performed by Landmark and OFBF was that the former was involved in activities involving the physical handling of or taking title to products. The OFBF, on the other hand, served its 55,000 farm family members largely through educational, political, public relations, bargaining and organizing types of activities.

Characteristics of Landmark in 1971

From its genesis in 1934, Landmark gradually expanded the scope of its activities, first in developing efficient vertical systems for farm supplies, and later in performing various marketing functions for the products produced by its members (grain, eggs and poultry as of 1971).

In 1970, Landmark had sales of \$133 million, about one-half of which came from the sale of farm supplies and one-half from the sale of farm products. (Exhibit 1). Net savings in 1970 were 1.3 percent of sales. Slightly over one-half of the net savings was allocated to patronage refunds (56% of this was paid in cash), and over one-third was paid out as dividends on stock. Capital stock was issued on a three year redemption basis so that the patronage refund paid in stock in 1967 was redeemed in 1970. The net effect of these factors was that only 10% of the 1970 net savings went to increase patrons' reinvested savings. (Exhibits 2 and 3). Total assets of the regional cooperative had gradually grown to \$61 million. (Exhibits 4 and 5).

An important part of the Landmark operations were the local cooperatives located throughout the state who operated farm supply and marketing facilities. In total, there were 72 local cooperatives affiliated with Landmark, Inc. These co-ops operated 180 retail service outlets, 146 local elevators, 70 petroleum bulk plants, 76 fertilizer blending plants and 45 liquid nitrogen storage and distribution facilities.

The local cooperatives were supplied from a number of manufacturing and/or purchasing organizations that in many cases were partially or totally owned by Landmark. Although the locals purchased most of their supplies through Landmark, they were not obligated to do so. This provided some pressure for the Landmark supply network to be competitive with alternative sources of supply. A schematic of the total Landmark operation is shown in Exhibit 6. A description of the various operations can be found in the fact sheet following. (Exhibit 7).

The local cooperatives continued to be a key part of the Landmark operation. However, they were experiencing pressures from changes in farmers' purchasing patterns. As farms grew larger and more specialized, more farmers were interested in by-passing local agencies and buying direct from the manufacturer. This trend was apparent in feed and fertilizer particularly. In order to stay competitive in supplying large egg producers, for example, Landmark started direct delivery of feed from their feed mills to large egg farms in 1965.

The trend toward large specialized farms and direct delivery of farm inputs was expected to continue. This raised questions about the future

role of the local co-ops associated with Landmark. If Landmark attempted to channel as much business as possible through the local co-ops to keep them viable, they were in danger of losing some of their large customers. On the other hand, if Landmark moved aggressively with the trend toward direct delivery, they know that this would cut the lifeline of many of the locals.

A related concern of Landmark management was the proper positioning of the cooperative in the evolving agricultural supply and marketing systems. To what extent should the cooperative be involved in performing different functions? Should they attempt to provide coordination for some of the commodity marketing systems without becoming active participants in the systems--or, should they consider moving into meat packing, fruit and vegetable processing, dairy processing, wholesaling, retailing, etc.? (See Exhibit 8 for the importance of various commodities in Ohio). For them to continue to be a viable force in the future of agriculture, what position was called for? This was one of the most critical questions the cooperative faced in 1971.

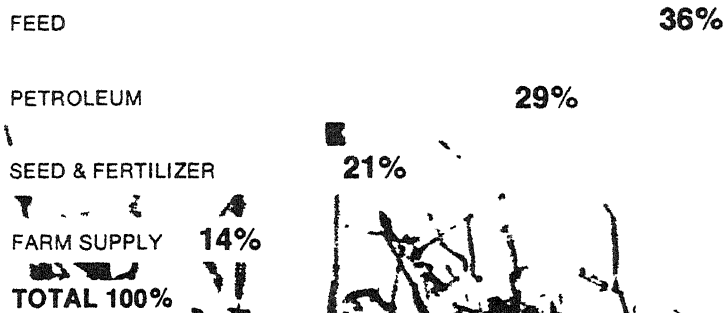
highlights
of 1970

Total Sales	\$132,868,252
Net Savings	\$ 1,759,124
Total Assets	\$ 61,422,115

source and
distribution of
1970 income

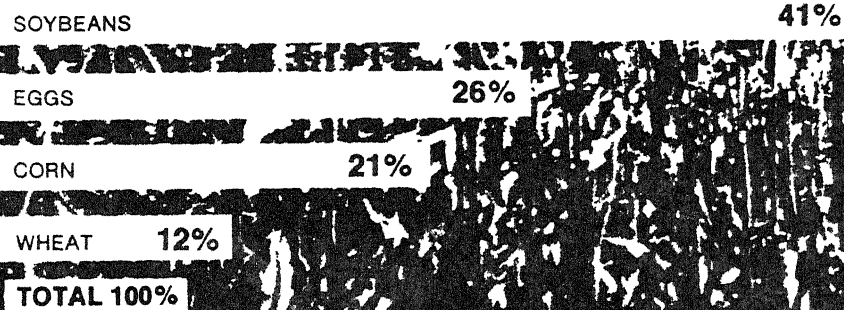
supply
volume

\$64 Million



marketing
volume

\$69 Million



savings

\$1.8 Million



Exhibit 2: Information from Landmark's 1970 Annual Report

Landmark achieved an all-time high dollar volume in 1970 with sales of nearly \$133 million. This represents an increase of more than \$20 million, or 18% over the previous record high of approximately \$113 million established in 1969. All major commodity divisions recorded increases in unit as well as dollar volume. About 48% of the 1970 volume was derived from "farm inputs" or supply volume—seed, fertilizer, petroleum, feed and general farm supplies—and 52% from "farm outputs" or marketing volume—principally grain and eggs.

Statement of Operations:	(000's omitted)		
	1970	1969	Increase
Farm inputs (supply sales)	\$ 64,404	56,154	8,250
Farm outputs (marketing sales)	68,464	56,614	11,850
Total sales	132,868	112,768	20,100
Costs except interest	128,643	109,331	19,312
Interest	4,225	3,437	788
Net savings before refunds	1,924	1,602	322
Special performance refunds	2,301	1,835	466
Net savings	542	508	34
	<u>\$ 1,759</u>	<u>1,327</u>	<u>432</u>

Net savings for the year of \$1,759,000 are nearly one-third higher than in 1969. A substantial portion of the increase is attributable to the improved price situation in fertilizer accompanied by an increase in tonnage. The patronage refund to be returned to patrons is 78% higher than for 1969.

Distribution of Savings:	(000's omitted)		
	1970	1969	Increase (Decrease)
Dividends on stock	\$ 650	528	122
Patronage refunds	923	517	406
Taxes	98	101	(3)
Retained earnings	88	181	(93)
Net savings	<u>\$1,759</u>	<u>1,327</u>	<u>432</u>

More than 50% of the patronage refunds are payable in cash.

Patronage Refunds:	(000's omitted)		
	1970	1969	Increase
Cash	\$ 517	263	254
Capital stock	406	254	152
Total	<u>\$ 923</u>	<u>517</u>	<u>406</u>

Approximately one half of the 1967 patronage refund paid in capital stock was authorized for redemption early in 1971. This requires a cash payment of \$294,000. Total cash to be paid out as a result of 1970 operations amounts to \$1,461,000 which is equivalent to 83% of net savings for the year:

	(000's omitted)
Dividends on stock	\$ 650
Cash patronage refund	517
Stock to be redeemed	294
Total cash payout	<u>\$1,461</u>

Some comparative figures from the consolidated balance sheets at December 31 follow:

	(000's omitted)		
	1970	1969	Increase (Decrease)
Net working capital	\$16,296	15,000	1,296
Investments, facilities, plants and equipment	24,201	24,257	(56)
Total assets	61,422	55,010	6,412
Long-term loans—banks & others	910	1,380	(470)
Subordinated debenture bonds	18,692	17,738	954
Shareholders' & patrons' equities	20,015	19,234	781

Improvements and additions were made to plants and equipment during 1970 of more than \$1.5 million, which is about equal to the annual provision for depreciation. Patrons' reinvested savings increased \$186,000 during 1970 and at year end totaled \$8,735,000:

	(000's omitted)
Patrons' reinvested savings—December 31, 1969	\$ 8,549
Add: Net savings—1970	<u>1,759</u>
	10,308
Deduct: Dividends on stock	\$650
Patronage refunds—cash	517
Taxes	98
1969 patronage refund paid in capital stock	246
Credits & adjustments	62
Total deductions	<u>1,573</u>
Patrons' reinvested savings—December 31, 1970	<u>\$ 8,735</u>

Exhibit 3: Information from Landmark's 1970 Annual Report

THE

consolidated statement of operations

AND PATRONS' REINVESTED SAVINGS IN ALLOCATED AND OTHER RESERVES, AND RETAINED EARNINGS
YEAR ENDED DECEMBER 31, 1970 WITH COMPARATIVE FIGURES FOR 1969

	1970		1969	
	AMOUNT	PERCENT	AMOUNT	PERCENT
Net Sales:				
Commodities purchased for patrons	\$ 64,403,630	48.47	56,154,534	49.80
Commodities marketed for patrons	68,464,622	51.53	56,613,609	50.20
Net sales	132,868,252	100.00	112,768,143	100.00
Cost of commodities purchased and marketed	122,985,213	92.56	104,649,832	92.80
Gross margin	9,883,039	7.44	8,118,311	7.20
Other revenue	2,190,776	1.65	2,380,927	2.11
Total revenue	12,073,815	9.09	10,499,238	9.31
Total expenses	10,314,691	7.77	9,172,609	8.13
Net savings for the year	1,759,124	1.32	1,326,629	1.18
Deduct:				
Dividends on stock	649,848	.49	528,277	.47
Patronage refunds	923,191	.70	517,122	.46
Federal income taxes (Note 6)	97,746	.07	100,575	.09
Total deductions	1,670,785	1.26	1,145,974	1.02
Savings added to reserves	88,339	.06	180,655	.16
Patrons' reinvested savings in allocated and other reserves, and retained earnings, beginning of year	8,548,941		8,539,322	
Add current year's patronage refund payable in securities	405,950		254,300	
	9,043,230		8,974,277	
Deduct:				
Prior year's patronage refund paid in capital stock	246,150		448,150	
Redeemed patronage credits and equity adjustments, net	62,419		(22,814)	
	308,569		425,336	
Patrons' reinvested savings in allocated and other reserves, and retained earnings, end of year	\$ 8,734,661		8,548,941	

See accompanying notes to consolidated financial statements.

consolidated balance sheet

DECEMBER 31, 1970 WITH COMPARATIVE FIGURES FOR 1969

	<u>1970</u>	<u>1969</u>
Current Assets:		
Cash	\$ 1,735,545	2,047,934
Marketable securities, at cost which approximates market	50,000	50,000
Notes, accounts and interest receivable, less allowance for doubtful receivables of \$383,447 (\$646,097 in 1969)	21,772,697	17,132,654
Inventories (grain at market, 1970—\$7,572,865; 1969—\$5,852,617; all other at lower of cost or market)	13,363,331	11,178,950
Prepaid expenses	299,198	343,203
Total current assets	<u>37,220,771</u>	<u>30,752,741</u>
 Non-Current Assets (Notes 2 and 4):		
Investments in cooperatives and others, at cost less valuation reserve of \$184,947 (\$149,086 in 1969) . .	7,730,399	7,497,440
Manufacturing plants, facilities and equipment, at cost less accumulated depreciation	<u>16,470,945</u>	<u>16,759,703</u>
Total non-current assets	<u>24,201,344</u>	<u>24,257,143</u>
Total Assets	<u><u>\$61,422,115</u></u>	<u><u>55,009,884</u></u>

assets

See accompanying notes to consolidated financial statements.

Exhibit 4 (continued): Information from Landmark's 1970 Annual Report

	<u>1970</u>	<u>1969</u>
Creditors' Equities:		
Current debt:		
Notes payable to banks and others, including current maturities of long-term debt (Note 3)	\$12,672,219	7,621,919
Accounts payable	5,087,155	4,894,436
Other payables	3,165,330	3,236,057
Total current debt	<u>20,924,704</u>	<u>15,752,412</u>
Long-term debt, less current maturities (Note 4):		
Loans from banks and others	910,000	1,380,000
Subordinated debenture bonds	18,692,047	17,738,404
Total long-term debt	<u>19,602,047</u>	<u>19,118,404</u>
Total creditors' equities	<u>40,526,751</u>	<u>34,870,816</u>
Deferred Federal income taxes, resulting primarily from accelerated amortization of grain facilities, and other deferred credits	432,162	455,407
Minority interest in subsidiaries (patrons' equity)	<u>448,252</u>	<u>450,090</u>
Shareholders' and Patrons' Equities:		
Capital stock (Note 5)	11,280,289	10,684,630
Patrons' reinvested savings in allocated and other reserves, and retained earnings	8,734,661	8,548,941
Total shareholders' and patrons' equities	<u>20,014,950</u>	<u>19,233,571</u>
Total Equities	<u><u>\$61,422,115</u></u>	<u><u>55,009,884</u></u>

equities

Exhibit 5: Information from Landmark's 1970 Annual Report

37 YEARS OF PROGRESS

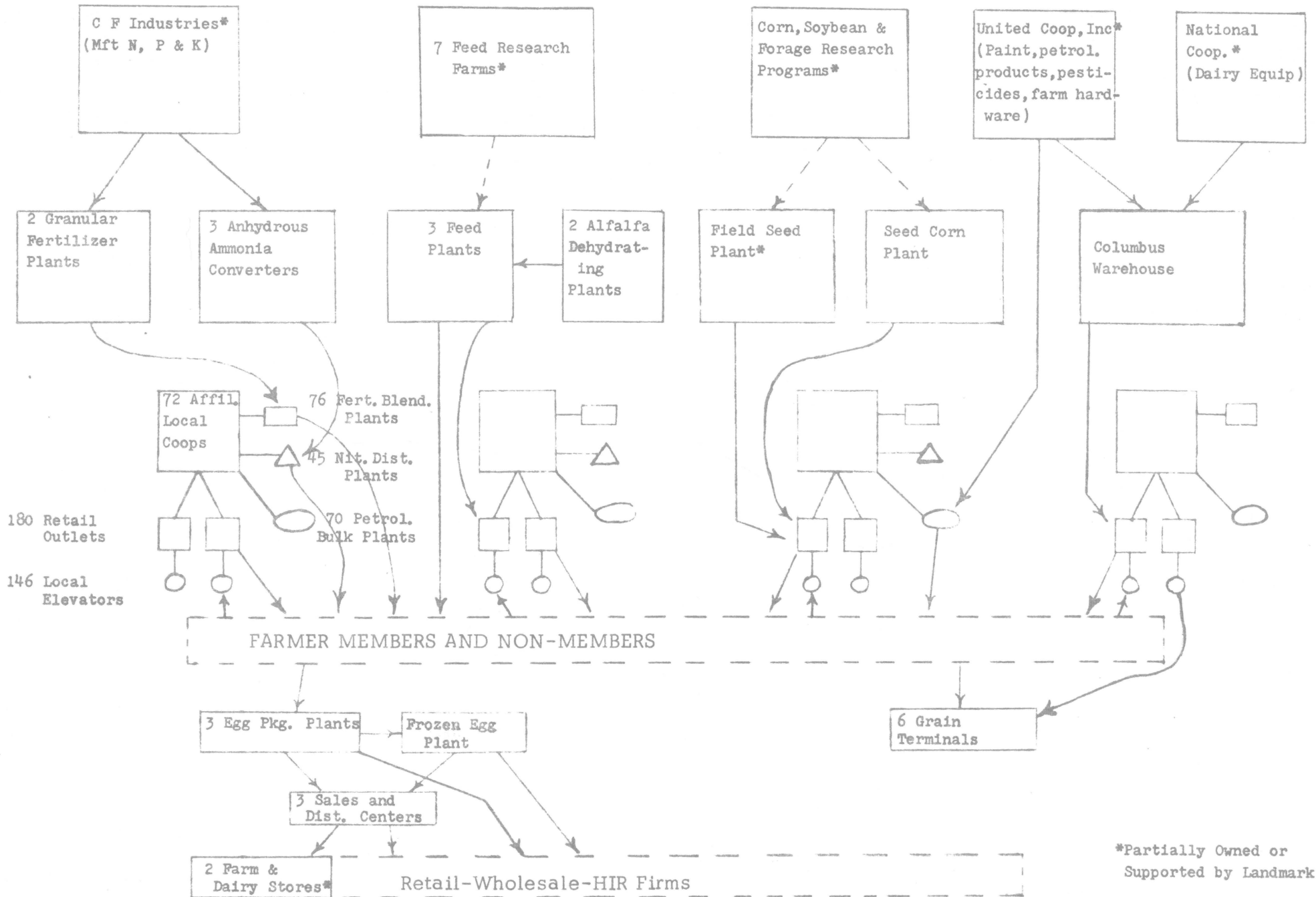
	DOLLAR VOLUME	NET SAVINGS	TOTAL ASSETS
1970	\$132,868,000	\$ 1,759,000	\$ 61,422,000
1969	112,768,000	1,327,000	55,010,000
1968	104,632,000	1,614,000	52,967,000
1967	109,312,000	2,080,000	50,958,000
1966	95,225,000	1,927,000	48,805,000
1965	78,791,000	1,755,000	46,566,000
1964	85,351,000	1,091,000	46,316,000
1963	93,114,000	1,525,000	46,418,000
1962	83,177,000	1,268,000	49,377,000
1961	77,706,000	1,054,000	45,727,000
1960	81,065,000	956,000	43,437,000
1959	72,790,000	941,000	44,381,000
1958	69,583,000	816,000	41,730,000
1957	64,256,000	1,423,000	37,312,000
1956	67,450,000	1,645,000	37,538,000
1955	69,142,000	1,672,000	32,442,000
1954	63,395,000	1,451,000	25,467,000
1953	65,819,000	1,239,000	24,030,000
1952	67,346,000	1,140,000	23,675,000
1951	59,187,000	1,311,000	24,319,000
1950	52,202,000	1,072,000	21,830,000
1949	54,018,000	954,000	17,811,000
1948	54,902,000	1,444,000	17,176,000
1947	46,076,000	1,854,000	17,623,000
1946	34,869,000	1,502,000	14,276,000
1945	25,388,000	524,000	9,361,000
1944	21,205,000	563,000	5,693,000
1943	19,594,000	518,000	4,708,000
1942	12,769,000	410,000	3,203,000
1941	9,882,000	287,000	3,013,000
1940	7,262,000	95,000	2,008,000
1939	6,998,000	234,000	1,287,000
1938	6,739,000	134,000	846,000
1937	8,275,000	193,000	907,000
1936	6,781,000	194,000	774,000
1935	4,023,000	91,000	498,000
1934 (4 Mos.)	731,000	(7,000)	469,000

FERTILIZER

F E E D

S E E D

OTHER FARM SUPPLIES



*Partially Owned or Supported by Landmark

Exhibit 7: Landmark Cooperative Fact Sheet, 1970

Manufacturing and Processing Facilities:

A. Fertilizer Manufacturing and Distribution

1. One fertilizer plant at Mt. Gilead, has an annual production capacity of 90,000 tons of granular fertilizer. A second plant at Maumee produces 8,000 tons of special mixes and straight material.
2. Three anhydrous ammonia converters to supply 20% Aqua Ammonia to local Landmark cooperatives.
3. Forty-five local storage points of liquid nitrogen for local distribution.
4. Forty-five anhydrous distribution points.
5. Seventy-six local fertilizer blending plants.
6. CF Industries, Inc., Chicago, Illinois (jointly owned by Landmark and other regional cooperatives) produces nitrogen, phosphate, and potash. During the 1969-70 fertilizer season, CF Industries distributed approximately 4 million tons of N, P, and K plant food through their member regional cooperatives.

B. Feed Distribution, Manufacturing and Research

1. Three feed plants at Washington Court House, Lima and Wooster producing 188,000 tons of formula feeds.
2. Two alfalfa dehydrating plants at Ashville and Payne, producing 12,500 tons of alfalfa meal.
3. Seven Feed Research Farms (Landmark is part owner)
Swine and beef cattle research farm at Lexington, Ill.
Laying hen research farm No. 1 at Garner, N.C.
Laying hen research farm No. 2 at Fabius, N.Y.
Calf and turkey research farm at Hampton, Minn.
Broiler research farm at Talmo, Ga.
Dairy research farm No. 1 at Fabius, N.Y.
Dairy research farm No. 2 at Sunnyside, Wash.

Exhibit 7 (continued)

C. Seed Processing and Research

1. Seed corn plant at South Charleston, Ohio with a 100,000 bushel capacity.
2. Select Seeds, Inc., is a field seed plant at Ft. Wayne, Indiana (Landmark is part owner); 10 million pounds annual capacity.
3. Corn Research Project--corn breeding program with headquarters at South Charleston, doing corn research and breeding work for Landmark.
4. Farmers Forage Research--joint research effort by 11 regional cooperatives, including Landmark and eight other wholesaling cooperatives, plus two seed producing cooperatives. Major emphasis is on forage crop breeding, plus a soybean breeding program.

D. Paint Manufacturing

United Cooperatives, Inc., Alliance, Ohio (Landmark is part owner, along with other regional wholesale cooperatives) manufactures a full line of quality interior and exterior paints. Annual production capacity in excess of one million gallons.

E. Pesticide Manufacturing

United Cooperatives, Inc., Alliance, manufactures a full line of insecticides, fungicides, herbicides, rodenticides, and related specialty products.

F. Dairy Equipment Manufacturing

National Cooperatives, Inc., Albert Lea, Minn., (Landmark is part owner) manufactures Universal Milking equipment.

G. Livestock Equipment Manufacturing

United Cooperatives, Inc., Alliance, is manufacturing a complete line of stock equipment for all member cooperatives. This plant was formerly known as the Celina Manufacturing Company, Celina.

H. Farm Hardware

United Cooperatives, Inc., Alliance, manufactures fence controllers, ventilating fans, egg coolers, barn equipment and related hardware.

Exhibit 7 (continued)

I. Oil Blending

United Cooperatives, Inc., plant at Kenton, Ohio, (Landmark is part owner)--annual production of 1,000,000 gallons of oil blended. The plant also handles 600,000 pounds of grease annually.

Purchasing and Wholesale Distribution:

In addition to ownership in manufacturing facilities, Landmark performs a purchasing and distribution function--dealing in home appliances, twine, tires, fencing, building materials, grain bins, grain dryers, bulk feed bins, tarpaulins, electric welders and accessories, Unico lawn and garden equipment, work clothes, footwear, and other farmstead mechanization equipment and production supplies.

A. Landmark is a member of national purchasing organizations

1. National Cooperatives, Inc., Albert Lea, Minn.
2. United Cooperatives, Inc., Alliance, Ohio

B. Columbus General Warehouse

A 92,000 square foot warehouse at Columbus stores more than 6,000 different items in the Landmark line of products. Retail service points can order merchandise on short notice. Landmark trucks deliver to Landmark outlets.

Company Transportation

A. Dry freight fleet of 11 tractors and 22 vans is used for delivery of farm production and home supplies to local outlets throughout Ohio.

B. Petroleum fleet of 21 tank truck units and 24 tractors hauls over 122,000,000 gallons of petroleum products annually to over 70 local Landmark bulk plants in Ohio. From there petroleum products are delivered by more than 160 county trucks to local customers.

C. Chemical fleet of four tank trucks and four tractors hauls 25,000 tons of liquid fertilizer materials.

D. Trucking equipment consists of 180 units operating at the 18 plants that are owned by the Landmark regional association. All of these units, plus those used by the Engineering Services Department, are owned by the Landmark regional.

E. A fleet of 60 railroad hopper cars facilitates the shipping of grain.

Exhibit 7 (continued)

Marketing Facilities

A. Eggs and Poultry

1. Landmark operates three shell egg packaging plants at Columbiana, Napoleon, and Wooster. A further processed egg plant at Columbiana processes 400 cases daily into liquid and frozen egg products.
2. Landmark maintains warehouses for services to supermarkets, restaurants, and institutional users of eggs and poultry at Cleveland, Columbus, Marietta, and Columbiana.
3. The total Landmark system sells over 1,300,000 cases of eggs annually and over 10 million pounds of poultry and poultry products annually.

B. Grain

1. Landmark terminals at Columbus, Sidney, Lima, Kenton, and Wooster, Ohio, have a combined storage capacity of 8,400,000 bushels. Dollar volume business has reached as much as \$50,000,000 in recent years.
2. Local Landmark elevators--146 with almost 19,000,000--bushel capacity.
3. Mid-States Terminal, Inc., Toledo, Ohio, (Landmark is part owner), has 3,545,000-bushel capacity.

Finance

- A. Landmark, along with other farmer cooperatives, owns stock in the Louisville Bank for Cooperatives, Louisville, Ky., which has an average outstanding loan volume of \$128,000,000.
- B. The Landmark, Inc., Loan Department (a part of the Credit Services Department) has an approximate annual loan volume of \$15,000,000.

Sales Volume and Facilities

Landmark has a combined total annual sales volume of \$256,000,000 and a combined total investment of \$51,000,000 in facilities such as plants, grain elevators, warehouses, offices, land and equipment.

Exhibit 7 (continued)

- A. Local Landmark Farm Bureau Cooperatives have a total annual sales volume of \$123,000,000. Most local Landmark cooperatives have a farm supply store, a feed mill, a field seed, fertilizer and chemical warehouse, liquid nitrogen storage, a grain elevator, and a petroleum product distribution plant. The total investment in local facilities is \$27,000,000.

- B. The regional Landmark Cooperative had a total annual sales volume in 1970 of approximately \$133,000,000 and \$24,000,000 invested in facilities--offices, other buildings, land and equipment.

- C. Combined total assets of \$115,000,000 are divided as follows:

Regional Landmark	\$ 61,000,000
Local Landmarks	<u>54,000,000</u>
Total	\$115,000,000

Exhibit 8

The Importance of Different Commodities in Ohio,
and of Ohio Production Nationally, 1965 and 1970

Commodity or Group	1965		1970		Ohio as % of U.S.
	Farm Cash Receipts from Sales	Percent of Total	Farm Cash Receipts from Sales	Percent of Total	
	Thousand Dollars	%	Thousand Dollars	%	
Dairy Products	216,395	19.4	255,507	19.3	3.9
Cattle and Calves	180,538	16.2	207,905	15.7	1.5
Hogs	168,356	15.1	195,776	14.8	4.3
Soybeans	115,091	10.3	173,451	13.1	6.2
Corn	100,619	9.0	151,592	11.5	5.1
Poultry and Eggs ^{1/}	81,755	7.3	89,193	6.7	2.1
Vegetables ^{2/}	54,686	5.0	62,536	4.7	2.9
Greenhouse and Nursery	55,722	5.0	50,481	3.8	5.5
Wheat	47,281	4.3	41,271	3.1	2.6
Fruit and Nuts ^{3/}	14,485	1.3	15,206	1.1	0.7
Tobacco	10,541	1.0	14,032	1.1	1.0
Hay	12,656	1.1	12,083	.9	1.9
Sheep, Lambs and Wool	13,719	1.2	11,691	.9	3.1
Sugar Beets	6,553	0.6	10,892	.8	2.8
Oats	8,688	0.8	7,895	.6	4.0
Potatoes	6,707	0.6	6,678	.5	1.0
Forest Products ^{4/}	5,298	0.5	4,767	.4	1.7
Popcorn	1,376	0.1	1,088	.1	11.1
Hayseed Crops	1,416	0.1	1,088	.1	0.7
Honey and Beeswax	2,047	0.2	807	.1	1.8
Other ^{5/}	9,443	0.9	9,554	.7	*
TOTAL	1,113,372	100.0	1,323,493	100.0	2.7

^{1/} Includes eggs, farm chickens, broilers and turkeys. Eggs represent about 70% of this total. Ohio represents 2.9% of U.S. total egg receipts. ^{2/} Does not include potatoes. ^{3/} Includes fruits, nuts and berries. ^{4/} Includes maple products. ^{5/} Includes turkey eggs, other poultry, other livestock, rye, barley, mushrooms and miscellaneous crops. Alfalfa seed estimates were discontinued in 1970, and are included with miscellaneous crops for both 1965 and 1970. * Not available.