

FOREST COOPERATIVES

A Bibliography

**compiled by
Gilbert P. Dempsey**

U. S. FOREST SERVICE RESEARCH PAPER NE-82
1967
NORTHEASTERN FOREST EXPERIMENT STATION, UPPER DARBY, PA.
FOREST SERVICE, U.S. DEPARTMENT OF AGRICULTURE
RICHARD D. LANE, DIRECTOR

The Author

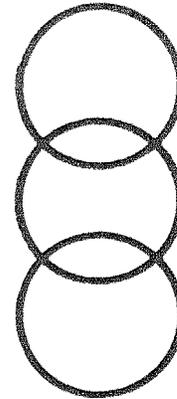
GILBERT P. DEMPSEY, Agricultural Economist in the Northeastern Forest Experiment Station's Forest Products Marketing Laboratory at Princeton, West Virginia, took his Bachelor's degree in agricultural education from the University of Kentucky in 1959 and his Master's degree in agricultural economics at Ohio State University in 1961. He has completed the scholastic requirements leading to a Ph.D. degree in agricultural economics at Ohio State University.

FOREST COOPERATIVES

A Bibliography

Contents

Introduction	1
History and description: Forest-based cooperatives	2
Evaluation: Forest-based cooperatives	9
Marketing	9
Management	15
Small woodland marketing research	21
Ownership and attitude	21
Marketing	24
Management	28
Marketing rough forest products and primary manufactures	33
Economics of cooperative enterprise	40
Economic evaluation of cooperatives	40
Legislation and other legal aspects	45
Marketing methodology: comparative organizations ...	46
Selected management practice and problem references	49
Statistical summaries and growth trends	52



INTRODUCTION

THIS bibliography is a comprehensive listing of domestic articles and research papers, as well as foreign research papers, about forest cooperatives. The compilation was made in conjunction with and as a byproduct of a formal socio-economic analysis of forestry associations. The articles concern, directly or indirectly, the activities of cooperative associations formed by forest landowners to market timber and timber products.

One section contains selected references to recent literature about the economics of cooperatives. Though these publications describe neither forestry cooperatives nor primary industry marketing problems, an understanding of the theoretical and legal aspects involved and a knowledge of alternative marketing methods—as exemplified by comparable organizations—are of utmost importance to any serious consideration of the cooperative business enterprise.

This bibliography is a sequel to *Cooperative Marketing of Forest Products*, compiled in 1939 by Mildred B. Williams, U. S. Forest Service librarian. The author is indebted to Miss Williams for her comprehensive research of literature for the years prior to 1939. Without her help this paper would be seriously deficient.

HISTORY AND DESCRIPTION: FOREST-BASED COOPERATIVES

Anonymous.

1945. Agricultural cooperatives in the postwar period.
U.S. Dept. Agr. Inter-Bur. Comm. on Postwar Programs.
41 pp.

Anonymous.

1949. The Timber Cooperative Society of the Uruguay Valley.
An. Bras de Econ. Florestal 2: 519-520. (In Portuguese.)

Anonymous.

1950. Farmer's Mutual, Inc., of Durham, North Carolina.
News Farmer Co-ops. 17 (1): 5.

Anonymous.

1950. Otsego Forest Products Cooperative Association, Coopers-
town, N. Y. News Farmer Co-ops. 17 (9): 4.

Anonymous.

1950. Skovbruget og dens organisationer i Danmark, Finland,
Norge og Sverige. (Forestry and forestry organizations in
Denmark, Finland, Norway, and Sweden.) 99 pp. Nord.
Skov-Union, Copenhagen. (In Danish, Swedish, and Nor-
wegian.)

Anonymous.

1951. Connwood, Inc.: an experiment in cooperative marketing.
Northeast. Wood Utiliz. Council. Bul. 34, 16 pp. New
Haven, Conn.

Anonymous.

1955. Forest Cooperatives: Sweden.
News Farmer Co-ops. 21 (11): 15.

Anonymous.

1960. Farmers' forestry in Sweden.
24 pp. Sveriges Skogsagareforeningars Riksförbund, Stock-
holm.

Anonymous.

1961. Mississippians forming Forest Owners, Inc.
News Farmer Co-ops. 28 (3): 13.

Anonymous.

1961. Prospectus: Forest Owners, Inc.
11 pp. Yazoo City, Miss.

Anonymous.

1964. Eleven firms hit \$5,000,000 mark in cooperative pallet pro-
gram. Wood and Wood Prod. 69 (7): 30-31.

Aaltonen, Frank, C. S. Herr, and K. E. Barraclough.

1938. The cooperative marketing of forest products.
Jour. Forestry 33: 203-215.

- Ahlman, S.
1956. Cooperative management of forest in Bjursas. Skogsagaren 32: 45-46. (In Swedish.)
- Allison, A. C.
1946. Holly growers set up co-op. W. Va. Conserv. 10 (9) : 20-21.
- Anderl, J.
1956. Schleifholz aus den bauerlichen Auwaldern Oberösterreichs. (Pulpwood from peasant holdings of bottomland forest in Upper Austria.) Holz-Kurier 11 (10): 9-11. Vienna.
- Anderson, R. N.
1960. Cooperative Wholesale Society of Great Britain: Britain's largest buyer of farm products. Foreign Agr. 24: 7-8.
- Ariki, S.
1963. A preliminary essay on the formation and development of production-forest co-operatives in Japan. Forestry Econ. 16 (6) : 4-16. Tokyo. (In Japanese.)
- Auden, A. J.
1944. Nipigon forest village. Forestry Chron. 20: 209, 261.
- Baldwin, Lewis.
1943. Forestry in Ozark cooperatives. Amer. Forests 49: 586-587, 605.
- Barraclough, K. E.
1943. Pulpwood from farmers. Paper Indus. and Paper World 25: 871-872.
- Barraclough, K. E., and C. S. Herr.
1936. Forest Products Association, Inc. Jour. Forestry 24: 498-502.
- Behre, C. E., and C. R. Lockard
1937. Centralized management and utilization adapted to farm woodlands in the Northeast. 67 pp. Charles Lathrop Pack Forestry Found. and N. Y. State Col. Forestry, Syracuse.
- Berthy, H. P.
1954. Christmas tree growers unite. W. Va. Conserv. 18: (8) : 27.
- Chawhan, J. S.
1953. A unique cooperative experiment in forestry in Kangra district (Punjab). Indian Co-op Rev. 19: 258-261.
- Dalvi, M. K.
1960. Co-operatives for forest management and marketing of timber products. Indian Forestry 86: 559-562.
- Diller, O. D.
1942. A cooperative sawmill project in Ohio. Jour. Forestry 40: 263-264.

- Donahue, R. L.
1939. A unique forestry cooperative organization.
Jour. Forestry 37: 817-819.
- Fevre, M.
1952. Les groupements de propriétaires forestiers.
(Associations of forest owners.) Rev. Forest. Franc. 1952
(10) : 675-689.
- Francois, T.
1956. Forestry associations.
Unasyva 10 (2) : 57-108.
- Froisland, Frois.
1926. Societe Norvegienne de credit per l'agriculture et la sylviculture. In Actes du 1er Congres de sylviculture. 3: 296-302.
Rome.
- Grossmann, H.
1945. Privatwaldzusammenlegungen.
(Consolidation of private forests.) Schweiz. Ztschr. f. Forstw.
96: 286-302.
- Grossmann, H.
1953. Zusammenlegung zerstückelter Privatwaldungen in der Schweiz mit besonderer Berücksichtigung des Kantons Zürich.
(Consolidation of scattered private forest holdings in Switzerland, with special reference to the Canton of Zurich.)
Allg. Forst u. Jagd Ztg. 124 (5) : 145-153.
- Heckman, John H., and A. E. Wheeler.
1952. Danes build strong co-ops on their own.
News Farmer Co-ops. 19: (8) : 10-13, illus.
- Heckman, John H., and Ann E. Wheeler.
1954. Agricultural cooperation in Western Europe.
Farmer Co-op. Serv. Gen. Rpt. 4 (Sect. A—The Benelux Countries), 60 pp.
- Heckman, John H., and Ann E. Wheeler.
1955. Agricultural cooperation in Western Europe.
Farmer Co-op. Serv. Gen. Rpt. 4 (Sect. B—England, France, Italy, and Switzerland), 125 pp.
- Heckman, John H., and Ann E. Wheeler.
1955. Agriculture cooperation in Western Europe.
Farmer Co-op Serv. Gen. Rpt. 4 (Sect. C—Norway, Sweden, and Denmark), 85 pp.
- Hedlund, H., and O. Tamm.
1958. Your guide to Swedish forestry.
Swedish Forestry Assoc. Stockholm, 32 pp. (In English.)
- Heermance, E. L.
1946. Connwood, Inc. — a cooperative forestry program.
Amer. Forests 52: 384, 390-391.

- Hiltey, W. D.
1928. *The forest industry of Finland.*
Oxford Forestry Mem. 8: 16. Clarendon Press, Oxford,
England.
- Hine, W. R.
1943. *Farm forestry.*
South. Lumberman 16 (2105) : 231-234.
- Holbrook, S. H.
1939. *Co-op in the timber.*
Amer. Forests 45: 504-506, 523-525.
- Ingersoll, H. K.
1950. *Co-operatives in Newfoundland, 1950.*
Econ. Annalist 22 (3) : 63-65 and 22 (4) : 77-81.
- Iyer, T. N. A.
1956. *Forest laborers' cooperatives in Bombay States.*
Bombay Co-op. Quart. 39: 229-234.
- James, M. C.
1942. *Washington Forest Products Co-operative.*
Northwest. Sci. 16: 76-78.
- Jenkins, D.
1959. *Woodland cooperatives in Wales.*
Horace Plunkett Found. Yearbook. Agr. Co-op. 88-89.
- Kawata, S.
1956. *The character of forest owner cooperatives.*
Mie Univ. Facul. Agr. Bul. 13: 143-152. (In Japanese.)
- Keller, J. W.
1945-46. *Wisconsin's co-op log yards.*
Soil Conserv. 11: 107-109, 113.
- Kernan, Henry S.
1949. *Cooperstown cooperative for farm woodlands.*
Amer. Forests 55 (12) : 26-27, 46.
- Kissin, I.
1944. *Co-operation in forestry.*
Imp. Forestry Bur. Tech. Commun. 2:62-68. (In English;
Spanish and Portuguese summaries.)
- Kleppen, M.
1958. *Virkesomsetningen i en del viktige skogland.*
(Timber marketing in some important forest-growing coun-
tries.) Norsk Skogind. 12 (2) : 55-68. (In Norwegian; En-
glish summary.)
- Kurasawa, H. A.
1953. *A positive study on the development of land administration
in village-owned forests.* Kyushu Univ. Forests. Bul. 21: 93-
138. (In Japanese.)

- Lockard, Charles R. /
1938. The first season's operations of the Otsego Forest Products Co-operative Association, Inc. Northeast, Forest Res. Council Paper and U.S. Forest Serv. Northeast, Forest Expt. Sta. Misc. Pub. 8 pp.
- McDonald, George A.
1948. Fifty-seven forest coops do a variety of jobs. News Farmer Co-ops. 14 (11) : 11, 20.
- Maits, B.
1949. Making a market for trees. Country Gent. 119 (11) : 40, 74-76.
- Martin, C. S.
1945. History and influence of the Western Forestry and Conservation Association on cooperative forestry in the West. Jour. Forestry 43: 165-169 (with comments by F. P. Keen, 169-170).
- Metsapelto, E. E.
1942. Suomen yhteismetsät. (Co-operative forests in Finland.) Acta Forest. Fenn. 49 (1) : 41. (In Finnish; German summary.)
- Moore, Barrington.
1937. The development of cooperative timber marketing and forestry in Great Britain. Jour. Forestry 35: 439-447.
- Musgrove, D.
1963. The American Turpentine Farmers Association Cooperative and how it operates under the Gum Naval Stores Loan Program. ATFA Jour. 26 (3) : 8-11.
- Niesner, W.
1950. Agricultural co-ops in Austria. News Farmer Co-ops. 17 (9) : 5-6.
- Pratt, M.
1960. The united forest area promotion. Wood Construct. and Bldg. Mater. 46 (10) : 20-23.
- Qureshi, I. M.
1960. Use and concept of cooperatives in the practice of forestry. Silv. Conf. Proc. (Dehra Dun, India) 9 (2) : 426-429.
- Rasanen, K. A.
1946. Skogsägarnas foreningsverksamhet i Finland. (The activities of forest owners' associations in Finland.) Skogen 33: 43-44. (In Swedish.)
- Rasanen, K. A.
1948. Marketing organization of forest owners in Finland. Skogen 35: 193. (In Swedish.)
- Rautvauori, E.
1942. The forests of the market towns of Finland. Acta Forest. Fenn. 50 (4) : 1-49. (In Finnish.)

- Ravnholt, Henning.
 1947. **The Danish cooperative movement.**
 107 pp., illus. Danske Selskab, Copenhagen. (In English.)
- Rudolph, Victor John.
 1950. **Timber production and cooperative marketing of forest products in Durham, Chatham, and Orange Counties, North Carolina.** Ph.D. thesis, Duke Univ.
- Rudolph, W.
 1949. **Small woodlot owners' cooperative pioneered in Pennsylvania.**
 South. Lumberman 178 (2227) : 36-37.
- Ryle, G. B.
 1952. **Cooperative forestry in Wales.**
 Quart. Jour. Forestry 46: 115-117.
- Saraiya, R. G.
 1951. **Working of the forest laborers' cooperative societies in the state of Bombay.**
 Bombay Co-op Quart. 34: 233-236.
- Schoen, P. W.
 1948. **The Forest Farmers' Association Cooperative.**
 Nav. Stores Rev. Internatl. Yearbook. 1948: 116-119.
- Schoen, P. W.
 1949. **Forest Farmers Association Cooperative.**
 Nav. Stores Rev. Internatl. Yearbook. 1949: 103-105.
- Sevnik, F.
 1952. **Zadrúznístvo v goxdnem in lesnem gospodarstvu Slovenije.**
 (Co-operative movement in the forest and timber economy of Slovenia.) Gozd. Vestn. 10 (5/6) : 141-154. (In Slovenian.)
- Singh, C. H.
 1945. **Forest societies in the Kangra district.**
 Indian Forester 71 (9) : 293-297.
- Smith, Richard F.
 1950. **Cooperative: the Washington Forest Products Association.**
 Wash. Forest Prod. Co-op Assoc. Misc. Pub. 7 pp. Burlington, Wash.
- Solin, Lawrence.
 1940. **A Study of woodland cooperatives in the United States.**
 N. Y. State Col. Forestry Bul. 13, No. 2, 117 pp., illus.
- Sparhawk, W. N.
 1927. **Cooperative forestry in Finland.**
 U. S. Forest Serv. Forest Worker 3 (4) : 16-17. (Also in Texas Forest News 9 (9) : 1, 3.)
- Streyffert, Thorsten.
 1958. **Forestry in Sweden.**
 Oreg. State Col. School Forestry, 55 pp.

- Sveriges, S. R.
1957. Farm forest owners cooperate.
Natl. Assoc. Sweden's Forest Owners, 171 pp. Stockholm.
- United States Forest Service.
1930-1932. Notes on Farmer's Federation of North Carolina.
Forest Worker 6 (1) : 1; 6 (3) : 4; 7 (5) : 5; and 8 (1) : 4.
- United States Forest Service.
1939. Community forests: their development in Europe and their possibilities in the United States. U. S. Dept. Agr. Bul. 26, 18 pp.
- United States Forest Service.
1961. Forestry and forest industry in the U.S.S.R. — 1961.
U.S. Forest Serv. Tech. Study Group Rpt. 92 pp., Washington.
- Uppin, S. F.
1956. Cooperation in forestry and forest laborers' co-operative societies in Bombay States. Indian Forestry 82 (11) : 577-582.
- Urquhart, B.
1947. Co-operative forestry in Britain.
Forestry 21: 6-13.
- Urquhart, B.
1952. Regional forests: cooperative forestry in Scotland.
Scot. Forestry 6: 131-133.
- Urquhart, B.
1962. Cooperative forestry in Scotland.
Forestry 35: 11-21.
- Vaissiere, J. de.
1959. Les groupements forestiers.
(Grouping of forest estates.) Bul. Soc. Roy. Forest. de Belgique 66 (5) : 253-278.
- Wahlstrom, C. G.
1947. De privata skogsreviren i Finland.
(The private forest districts in Finland.) Skogen 34 (5) : 73-76. (In Swedish.)
- Warner, John R.
1953. History and financial results of a cooperative forest products market operated through Farmers' Mutual, Inc., of Durham, North Carolina. Dissertation, Duke Univ.
- White, G. R.
1955. Log marketing cooperative.
(Wis.) Timber Prod. Bul. 143: 22.
- Wills, J. A.
1944. Kumasi timber producers' co-operative society.
Farm and Forest 5: 33-36.

- Wilson, M. R.
 1963. Organization for conservation and restoration.
 Pulp and Paper Mag. 64 (3): 110-112.
- Zimmerman, Eliot W., and Clyde B. Markeson.
 1963. Twenty years' progress of Au Sable Forest Products Association. Farmer Co-op. Serv. and U. S. Forest Serv. Inform. Bul. 35, 29 pp., illus.
- Zon, Raphael.
 1939. Forest products cooperative marketing association organized: Wisconsin farmers to buy and cut timber from county farmers. Daily Contact, Washburn County, Wis., Sept. 20, 1939, p. 1.

EVALUATION: FOREST-BASED COOPERATIVES

Marketing

- Anonymous.
 1950. Plywood co-ops; worker-owned mills are on the rise on the West Coast. Business Weekly 1062: 66.
- Anonymous.
 1959. Are agricultural marketing methods suitable for forestry? Quart. Jour. Forestry 53 (2): 128-139.
- Anonymous.
 1962. Among Michigan's whispering pines newsmen speak loudly for co-ops. News Farmer Co-ops 28 (11): 18.
- Barraclough, Kenneth E.
 1940. Cooperative marketing of farm forest products and establishment of sustained yield management within a working circle. M.S. thesis, Harvard Univ.
- Besley, F. W.
 1919. Marketing timber from farm woodlands. Jour. Forestry 17: 135-143.
- Bigelow, John R.
 1939. A program of co-operative marketing of woodlot products for Nova Scotia. Forestry Chron. 15 (2): 119-121.
- Bird, John.
 1944. They get out the wood. Country Gent. 114 (1): 16, 38.
- Bragton, A. W.
 1949. Cooperatives and small woodlands. In Trees. U. S. Dept. Agr. Yearbook 1949: 183-191.
- Brush, W. D.
 1925. Selling black walnut timber. U. S. Dept. Agr. Farmers Bul. 1459, 20 pp.

- Carhart, A. H.
1955. Forest beacon in Michigan.
Amer. Forests 61 (4) : 16-17, 53-55.
- Chalfant, J. W.
1941. Farm and farm-forest marketing cooperatives, economics, principles, and operating methods. Dissertation, Yale Univ. School Forestry.
- Clapp, G. R.
1947. Free forests depend on cooperative endeavor.
South. Lumber Jour. 51 (2) : 14, 32.
- Connecticut Forest and Park Association.
1938. Market survey for forest products.
Conn. Woodlands 3 (3) : 40.
- Cope, J. A.
1941. Farm woodland owners' co-operatives.
Jour. Forestry 39: 192-196.
- Craig, R. B.
1932. Forestry in the economic life of Knott county, Kentucky.
Ky. Agr. Expt. Sta. Bul. 326: 30-31, 37.
- Cunningham, Russell N.
1947. Forest cooperatives in the United States.
Reappraisal of the forest situation, Rpt. 6, 18 pp., illus.
U. S. Forest Serv., Washington.
- Dickerman, M.
1942. The cooperative association as a wartime aid to the small producer of forest products. U. S. Forest Serv. Lake States Forest Expt. Sta. Econ. Note 18, 49 pp.
- Drummond, John Paul.
1940. The possibilities of farm forest cooperatives in the Williamette Valley. M.S. thesis, Oreg. State Univ.
- Engberg, G. B.
1950. Collective bargaining in the lumber industry of the Upper Great Lakes States. Agr. Hist. 24: 205-211.
- Forsling, C. L.
1937. European forestry methods and practices and how these methods can be applied to Southern forests. In Forestry in relation to agriculture: 12-13. Assoc. South. Agr. Workers Proc.
- Franson, J. E.
1949. The Au Sable Cooperative.
In Trees. U. S. Dept. Agr. Yearbook 1949: 309-311.
- Gilman, W.
1950. Woodlot cooperative makes good.
Rural New-Yorker 100: 499, 516.

- Graves, H. S.
1937. Co-operation the keynote.
South. Lumber Jour. 41 (4) : 27-28.
- Gron, A. H.
1933. Foranstaltninger til Overvindelse af Krisen i Skovbruget.
(Measures to meet the crisis in forestry.) Dansk Skovfor.
Tidsskr. 18 (4) : 129-160. (In Danish.)
- Hamilton, H.
(n.d.) Swedish tree growers work together to assure markets.
Timberman 62 (2) : 34-36.
- Hawes, A. F.
1923. Cooperative marketing of woodland products.
U. S. Dept. Agr. Farmers Bul. 1100, 15 pp., illus.
- Herr, C. S.
1930. Cooperative marketing of Christmas trees.
N.H. Forests 7 (4) : 3-4.
- Hicks, W. T.
1939. Economic aspects of cooperative marketing of forest products.
Jour. Forestry 37: 392-394.
- Hicks, H. W.
1956. Why not timber cooperatives in the South?
Amer. Forests 62 (1) : 16, 63.
- Jordan, W. R., and T. J. Rausch.
1956. Farmers market logs cooperatively.
Wis. Conserv. Bul. 21: 26-28.
- Josephson, H. R.
1963. Farm and forest cooperatives.
Forest Farmer 22 (9) : 6-8.
- Koenings, R. H.
1951. The Tigerton plan for timber marketing.
Wis. Conserv. Bul. 16 (6) : 14-18.
- Kraegen, F. F.
1960. Orderly marketing.
Austral. Timber Jour. 26 (11) : 87-93.
- Lazara, M. P.
1963. Integrated marketing by non-integrated timber owners.
Forest Prod. Jour. 13: 147-148.
- Lockhart, D. D.
1959. Co-operate or starve.
Timber Canada 20 (2) : 48-52, 54.
- Lodewick, J. E.
1930. Marketing woodland products in Virginia.
Virginia Agr. Expt. Sta. Bul. 276, 69 pp., illus.

- McNeil, C.
1940. Possibilities and problems in farmers' co-operatives in Mississippi. In Forestry in relation to agriculture, pp. 6-9. U. S. Forest Serv. Region 8, Atlanta.
- MacGregor, J. J.
1957. Woodland marketing and Watson committee's report. Jour. Roy. Agr. Soc. England 118: 76-87.
- Mackaye, Benton.
1918. Suggestions for marketing small timber. Wis. Conserv. Bul. 4: 31-32.
- Mahal, W. A.
1960. A case for organized wood marketing. Timber Canada 21 (5) : 42-43, 61.
- Marlin, Clifton Boyd.
1949. A study of portable sawmill operations in the Piedmont region of North Carolina and the possibility of their use by a farmers' cooperative. M.S. thesis, Duke Univ.
- Mendenhall, H.
1947. Woodland Products, Inc., helps farmers get the most out of their woodlots. Co-op. Rev. 14 (10) : 18-20.
- Milk, R. G., and B. H. Luebke.
1941. Marketing forest products cooperatively in United States, Canada, and Europe. Univ. Tenn. Agr. Expt. Sta. Rural Res. Serv. Monog. 132, 42 pp., illus.
- Moon, F. F.
1914. Co-operative and community marketing of woodlot products. Soc. Amer. Foresters Proc. 9 (3) : 303-308.
- Moore, J. C.
1944. Forest product cooperatives may blaze new trails. News Farmer Co-ops. 11 (6) : 1, 16-17.
- Morita, M.
1961. Problems of joint marketing by Forest Owners' Association. Forest Econ. 14 (4) : 17-30. (In Japanese.)
- Murphey, F. T.
1937. Cooperative timber marketing. Jour. Forestry 35: 448-451.
- Oettmeier, W. M.
1944. It's up to us. Forest Farmer 3 (4) : 2.
- Paul, H.
1956. Cooperative product marketing. Pulp and paper Mag. Canada 57 (9) : 151.

- Payne, M. A.
1940. Steps now being taken in the development of a farmers' woodland products co-operative in Clark County, Mississippi. *In Forestry in Relation to Agriculture*, pp 10-11. U. S. Forest Serv. Region 8, Atlanta.
- Percival, W. C.
1942. Co-operative woodland management and marketing — an essential part of a complete land-use program. *Jour. Forestry* 40: 944-947.
- Pinchot, Gifford.
1916. Cooperation in timber marketing. *Prog. Farmer*. 31: 653.
- Plair, T. B.
1949. Snohomish forestry. *Jour. Forestry* 47: 877-881.
- Pochan, M. M.
1959. And they sell Christmas trees, too. *News Farmer Co-ops*. 26 (9) : 3, 18.
- Priaulx, A. M.
1945. "Back-forty" Paul Bunyans. *Amer. Forests*. 51: 272-273, 307-308.
- Quebec Forest Products Commission.
1933. Federation of the sawmill owners. *Quebec Forest Prod. Comn. Ann. Rpt.* 2: 20.
- Randolph, E. A.
1939. Negro cooperative sawmill makes building possible. *Texas Ext. Serv. Rpt.* 10, 167 pp., illus.
- Rawson, L. C.
1952. Eastern States members operate profitable tree farm units. *East. States Co-op*. 28 (6) : 12-13.
- Rettie, J. C., and F. A. Ineson.
1950. Otsego Forest Products Cooperative Association of Coopers-town, New York: an evaluation. U. S. Dept. Agr., Agr. Inform. Bul. 17, 42 pp.
- Richards, A. H.
1950. Farm woodland cooperatives. *Pa. Farmer* 142: 195, 241.
- Richards, A. H.
1950. A woodland cooperative solved their problems in producing lumber. *Better Farms* 10 (3) : 4.
- Robinson, Vernon L.
1956. Economic feasibility of red oak lumber concentration yards in northeast Iowa. M.S. thesis, Iowa State Col.

- Robotka, Frank.
1953. **Cooperative in forestry.**
In Research in the economics of forestry, ed. by William A. Duerr and Henry J. Vaux, pp. 353-359. Charles Lathrop Pack Forestry Found., Washington.
- Rudolph, W.
1948. **Woodland cooperatives.**
Amer. Forests. 54: 504-505.
- Schuette, W. H.
1938. **Co-operative buying and bad discount practices.**
South. Lumber Jour. 42 (8): 24, 26.
- Sims, L. K.
1943. **Necessity for careful selection and cooperative marketing of forest crops.** *West Coast Lumberman* 70 (6): 52, 54, 81.
- Simmons, Fred C.
1957. **A small sawmill enterprise.**
U.S. Internatl. Coop. Admin. Tech. Aids Branch, Off. Indus. Res. 96 pp., illus. Washington.
- Smith, D. M.
1962. **Forest products marketing cooperative: Connwood Incorporated — statement of policy.** *Conn. Woodlands* 27: 43.
- Stirling-Maxwell, John.
1914. **Landowners' co-operative forestry society.**
Roy. Scot. Arbor. Soc. Transcript 28: 231-240.
- United States Extension Service.
1939. **Forestry practices work in farm woodlands.**
U.S. Dept. Agr. Ext. Serv. Rev. 10 (4): 52.
- United States Forest Service.
1931. **Cooperative selling increases Christmas tree returns.**
U.S. Forest Serv. Forest Worker 7 (1): 8.
- United States Forest Service.
1932. **Farmers make direct sales of pulpwood.**
U.S. Forest Serv. Forest Worker 8 (2): 4.
- United States Forest Service and United States Extension Service.
1939. **Farm forest cooperatives help to solve timber growing and marketing problems.** U.S. Dept. Agr., 48 pp. Washington.
- United States Production and Marketing Administration.
1949. **Use of the American Turpentine Farmers Association Co-operative in the field administration of gum naval stores price support programs.** 4 pp., U.S. Dept. Agr., Washington.
- Wackerman, A. E.
1953. **Role of the concentration yard in lumber marketing.**
In Research in the economics of forestry, ed. by William A. Duerr and Henry J. Vaux, pp. 359-361. Charles Lathrop Pack Forestry Found., Washington.

- Williams, W. K.
1935. Forestry extension work aids farmers to earn profits from woodlands. U.S. Dept. Agr. Yearbook 1935: 210-211.
- Worley, David Perry.
1947. Some problems of marketing farm timber and their possible solution through cooperative action. M.S. thesis, Duke University.
- Worsham, Jesse Norman.
1949. Financial operations of cooperative marketing of forest products by the Farmers Mutual, Inc., in the vicinity of Durham, N. C. M.S. thesis, Duke Univ.
- Yorke, D. M. B.
1963. Marketing and utilization of forest produce in Denmark. Quart. Jour. Forestry 47: 53-58.

Management

- Anonymous.
1913. Seance du 18 juin 1913 (matin). Congress Forest. Internatl. Proc.; 304-354. Paris.
- Anonymous.
1931. Improvement of woodlands. Country Life 231-232. London.
- Anonymous.
1942. Co-operative farm forestry helps to solve fuel problems. Timberman 44 (2): 18-19, 32.
- Anonymous.
1954. Gegenseitigkeitshilfe der Forstwirtschaft. Sieben Referate. (Mutual aid in forestry. Seven papers.) Schriften des deutschen Forstwirtschaftsrates, Rheinbach bei Bonn. 58 pp.
- Anonymous.
1955. Sweden's use of forest co-ops. News Farmer Co-ops 21 (11): 15.
- Anonymous.
1960-61. Committee recommends timber revival on the West Coast. New Zeal. Jour. 7 (1): 55 and 7 (5): 47-48.
- Anonymous.
1963. Forest management: cooperative forest management supervisors meet at Harkness Memorial. Conn. Woodlands 28: 78-81.
- Barraclough, Kenneth E.
1937. New Hampshire forest market report — fall 1937. N.H. Univ. Ext. Circ. 204, 14 pp.

- Bartlett, R. W.
1952. Review; farmers' cooperation in Sweden, by A. H. Gullander. Jour. Farm. Econ. 34: 429-432.
- Brown, Nelson C.
1939. Progress in community forests. Jour. Forestry 37: 25-28.
- Calhoun, J. C., Jr., and S. Coolidge.
1952. The promotion of good forestry on private woodlots: chiefly cooperative management. Yale Conserv. Studies 1: 19-29.
- Chinopoulos, D.
1956. Cooperatives and characteristic results through forest credit. E phone ton synetairismon 128/129: 3207-3210. (In Greek.)
- Derpanopoulos, G.
1963. Forest enterprises, forest co-operatives and model forestry. Das. Chron. 5 (4/5): 188-190. (In Greek.)
- Dow, L. E.
1958. An experiment at co-operative logging in British Guiana. Emp. Forestry Rev. 37 (92): 188-199.
- Everett, F. B.
1960. A landowner views cooperation. Forest Farmer 19 (8): 12.
- Folweiler, A. D.
1964. Shaping state forestry programs to meet the needs of timberland owners. Forest Farmer 23 (10): 13, 17-19.
- Forsling, C. L.
1937. Farm forestry and cooperatives. Farmers Fed. News 17 (6): 6-7.
- Frostenson, G.
1949. Farmers' cooperatives in Sweden. Cornell Agr. Expt. Sta. Farm. Econ. Serv. 1966: 4279-4280.
- Gibson, R. A.
1938. Co-operation in forestry. Forest and Outdoors 54 (8): 245-248.
- Gillett, Charles A.
1939. The cooperative approach in forestry. Jour. Forestry 37: 99-103.
- Gore, N. H.
1955. Forestry co-operation in North Wales. Coedwigwr 2: 72-74.
- Graves, H. S.
1937. Cooperative effort in forestry. Forestry News Digest, June: 5-6.
- Grispos, P.
1954. The subject of cooperatives and the forests. E Phone ton synetairismon 107: 2767-2768. (In Greek.)

- Grispos, P.
1955. The change of the program of exploitation of forests and the cooperative of forest laborers. *E Phone ton synetairismon* 116: 2943-2944. (In Greek.)
- Hampson, Robert J.
1958. An approach to improved use of private woodlots through industrial cooperation. M.S. thesis, N.Y. State Col. Forestry, Syracuse.
- Hansson, B.
1956. Possibilities for more efficient farm woodland management through the cooperation of several owners. *Svenska Skogsvardsför. Tidskr.* 54 (1). (In Swedish.)
- Henderson, J.
1945. Community forests for Australia. *Emp. Forestry Jour.* 24 (2): 205-213.
- Hertel, Hans.
1931. Cooperation in Danish agriculture. An English translation of *Andelsbevoogelsen i Danmark* by Harold Faber, 188 pp. Longmans, Green, and Co., London.
- Heske, Franz.
1938. German forestry. Yale Univ. Press, 342 pp., illus. New Haven.
- Holand, P.
1948. Husbruksskoger. Kommuneskogene. (Jointly owned forests for supplying the domestic needs of farms. Community forests). *Tidsskr for Skogbruk* 56 (9/10): 211-217, 259-262. (In Norwegian.)
- Holsoe, T.
1948. The co-operative association approach to the private forestry problem. *Jour. Forestry* 46: 511-513.
- Huggenberger.
1959. Die Privatwaldforderung in Bayern. (Helping the private owner in Bavaria.) *Allg. Forstztschr.* 14 (27): 480-482.
- Jolain, R.
1951. Une cooperative forestiere aux U.S.A. (A forestry cooperative in the U.S.A.). *Rev. Forest. Franc.* 1951: 448-450.
- Josephson, H. R.
1963. Cooperatives — an appraisal of their place in forestry. *Forest Farmer* 22 (9): 6-8.
- Kaneiwa, Y.
1958. Studies on organization and management of forest cooperatives. *Ringy Keizai* 11 (8): 5-17. (In Japanese.)

- Kirkland, B. P.
 1940. Forest cooperatives and public assistance to private forestry in Sweden. In *Forestry in Relation to Agriculture*, pp. 1-5. U.S. Forest Serv. Region 8, Atlanta.
- Kissin, I.
 1941. Cooperation in Danish forestry. *Quart. Jour. Forestry* 35: 12-18.
- Kereloff, A. M.
 1934. Co-operation in forestry. *Forestry Chron.* 10 (1): 84-86.
- Lewthwaite, W. A.
 1948. Co-operation in forestry. *Quart. Jour. Forestry* 42: 102-103.
- Lima, A. P. P. De.
 1949. Cooperation as a factor of the development of the pine forest. *Pinhal e Pisina* 2 (5): 10-12. (In Portuguese.)
- Linnamies, O., and E. Rautvauori.
 1942. Town community forests in Finland. *Acta Forest. Fenn.* 50 (2): 1-71. (In Finnish; German summary.)
- Long, A. P.
 1955. Cooperation in forestry. *Country Landowner* 6: 100-102.
- Mantel, W.
 1964. A forestry joint stock company would have been profitable—a statistical ramble through 150 years. *Allg. Forstztschr.* 19 (16): 237-240.
- Meyer, H.
 1951. Erfahrungen im Guterzusammenlegungswesen. (Experiences in the consolidation of scattered holdings.) *Schweiz. Ztschr. f. Forstw.* 102 (2/3): 132-151. (Also in French.)
- Miller, W. G.
 1942. Co-operating forest farmers boost southern forestry. *South. Lumberman* 165 (2081): 149-151.
- Nakayama, T.
 1958. Integration of production forest cooperatives and local communities. *Ringy Keizai* 11 (4): 26-38, (In Japanese.)
- Newton, L. A.
 1942. Registration and co-operation of small forestry estates. *Scot. Forestry Jour.* 56: 25-32.
- Nixon, Horace O.
 1947. The practicability of group management of small, privately owned forest tracts. M.S. thesis, Univ. Mich.

- Northeastern Forest Experiment Station.
 1938. Cooperative management and utilization for farm woodlands.
In Northeast. Forest Expt. Sta. Annual Report 1938: 12-13.
- Owen, L. O.
 1952. Dovey woodlands: a cooperative forestry society.
Oxford Univ. Forest Soc. Jour. 3 (6) : 3-8.
- Paul, W. H., and E. L. Worthington.
 1944. Conservation rides timber trail in Turtle Mountains.
N. Dak. Soil Conserv. 10: 13-15.
- Pellervo-Seura.
 1937. Genossenschaftswesen und Forstwirtschaft.
 4 pp. Helsinki. (In Finnish.)
- Peters, J. G.
 1926. Co-operative forestry on trial.
Yale Forest School News, 14 (4) : 46.
- Phillips, J. E.
 1938. Silvicultural considerations in the management of the Tioga
 County cooperative forest unit. M.S. thesis, N.Y. State
 Col. Forestry, Syracuse.
- Piha, A.
 1952. The free cooperation of the forest producer in Finland.
Nord. Lantbrekon. Tidskr. 2: 12-20 (In Swedish.)
- Pochan, Michael, Jr.
 1946. Developing forest cooperative associations into going con-
 cerns. M.S. thesis, Yale Univ.
- Prescott, H. F.
 1939. Municipal or community forests; their importance as a source
 of future timber supply, for the conservation of wild life, and
 for recreational use. N. Y. Conserv. Dept. 50 pp. Albany.
- President's Appalachian Regional Commission.
 1964. Appalachia: a report by the President's Appalachian Re-
 gional Commission. U.S. Govt. Print. Off. Misc. Pub., 93
 pp., illus.
- Reynolds, H. A.
 1945. Community forests.
Ohio Forest News 42: 3-8.
- Reynolds, Harris A.
 1950. Progress and future of the New England Forestry Foundation.
New England Forestry Found. Misc. Pub., 4 pp. Boston.
- Robertson, J. C. H.
 1952. The cooperative in farm forestry.
Amer. Forests 58: 25, 42.
- Roger, A.
 1941. Suggestions for a plan.
Quart. Jour. Forestry 35: 40-50.

- Rogers, R. H.
1934. Centralized management and marketing applied to the woodlands of the Cooperstown forest unit. Thesis, N.Y. State Col. Forestry, Syracuse.
- Rush, D. R., and C. R. Lockard.
1943. Woodland opportunities in farm organization in Otsego County, New York. 79 pp. U.S. Dept. Agr. Bur. Agr. Econ.
- Schwengsbier, L.
1963. Conditions of success in forest farmers' association. Allg. Forstztschr. 18 (49) : 780, 783-784.
- Sherman, C. B.
1943. Yearly crops from farm woodlands. Better Crops with Plant Food 27 (10) : 15-16, 39-40.
- Shimotori, S.
1958. Management consciousness among forest small-holders. Forest Econ. 11 (9) : 33-45. (In Japanese.)
- Stoddard, Charles H.
1964. The need for associations of forest landowners in the United States. Jour. Forestry 62: 163-166.
- United Nations Food and Agriculture Organization.
1949. Les combinats sylvicoles. (Forest combines: cooperative producer/processor units.) World Forestry Cong. Proc. 2: 49-61. (Also in French.)
- United States Department of Agriculture.
1945. Community forest for rural people. U.S. Dept. Agr. Leaflet 244, 8 pp.
- United States Forest Service.
1928. Forestry program committee proposes 10-year plan for Worcester County, Mass. U.S. Forest Serv. Forest Worker 4 (3) : 3.
- United States Forest Service.
1943. Cooperative management and marketing for the woodland owner. U.S. Dept. Agr. Farmers Bul. 1927. 16 pp.
- Urquhart, B.
1946. Co-operation in forestry. Scot. Forestry Jour. 60: 74-77.
- Urquhart, B.
1947. Cooperative forestry: a plan to manage small scattered woodlands — important part for the timber trade. Timber Trade Jour. 180: 289-290.
- Urquhart, B.
1948. Co-operative systems, and progress made in Scotland and England. Country Life 103 (2664) : 272-274. London.

- Urquhart, B.
1951. Forest management in Scotland.
Times Survey Brit. Agr. Dec.: 12-13.
- Vasiliev, P. V.
1957. Formy ekonomickej organizacie lesneho hospodarstva v ľudovodemokratických krajinách. (Forms of economic organization of forestry in People's Democracies.) Lesnický Casopis 3 (2/3): 82-99. (In Russian; German Summary.)
- Wetterhall, H.
1958. Less consolidation of holdings in cooperative forestry.
Skogen 45 (1): 13. (In Swedish.)
- White, H. G.
1942. Public forest homestead.
Mich. Acad. Sci. Papers 1941: 27 and 1942: 169-180.
- Wilson, Henry Atlee.
1947. Management of farm forests under a centralized control.
M.S. thesis, Yale Univ.
- Wyman, Edgar Pitkin.
1939. A study of the co-operative idea, and the possibilities of its application to the farm woodlot problems of Vermont.
M.S. thesis, Yale Univ.
- Zivnuska, J. A.
1959. Private forestry in Norway — a case study in small woodland management and policy. Forest Sci. Monog. 1, 49 pp.

SMALL WOODLAND MARKETING RESEARCH

Ownership and Attitude

- Anderson, Walter C.
1960. The small forest landowner and his woodland.
U.S. Forest Serv. Southeast. Forest Expt. Sta. Paper 114,
15 pp., illus.
- Bertrand, A. L., and D. R. South.
1963. The acceptance of new and improved forestry practices by nonindustrial forest landowners. In Southern Forests and Southern People, ed. by T. Hansbrough: Ann. Forestry Symp. 12: 3-13, Louisiana State Univ. Press.
- Bofinger, P. O.
1964. Woodland owner survey, a motivation study.
Univ. N. H. Coop. Ext. Serv. Rpt., 29 pp. Durham.
- Bruner, M. H.
1942. What does the farmer want?
Jour. Forestry 40: 772-777.

- Cope, Joshua A.
1943. *Farm forestry in the eastern United States.* Charles Lathrop Pack Forestry Found. Misc. Pub. 40 pp., illus. Washington.
- Cunningham, R. N.
1956. *Forest ownership stabilizing in the Lake States.* U.S. Forest Serv. Lake States Forest Expt. Sta. Tech. Note 448, 2 pp.
- Farrell, John H.
1964. *The small-woodland owner in the Missouri Ozarks — a close-up.* U.S. Forest Serv. Res. Paper CS-10, 15 pp., illus. Central States Forest Expt. Sta., Columbus, Ohio.
- Folweiler, A. D.
1944. *Forest land ownership in Louisiana and its influence on timber production.* La. Agr. Expt. Sta. Bul. 377, 56 pp.
- Francy, Guy R.
1963. *Ownership factors affecting management of small private forests in eastern United States.* M.S. thesis, Univ. Mich.
- Frazier, George O.
1959. *Small woodland ownership in northern Idaho; a study of the owner's characteristics, attitude, and marketing practice.* M.S. thesis, Univ. Idaho.
- Frazier, George D.
1960. *Small non-industrial forest owners in northern Idaho.* Idaho Agr. Expt. Sta. Bul. 317, 32 pp., illus.
- Grafton, Albert E.
1963. *Forest landownership in West Virginia: its characteristics, patterns, and trends.* M.S. thesis, W. V. Univ.
- Holland, I. I., and R. I. Beazley.
1962. *Independent factors in small woodland owner behavior in Illinois.* Ill. Agr. Expt. Sta. Rpt. F-498, 35 pp.
- Hopkins, William Clifford.
1941. *Stability of forest land ownership in the United States, a study of the shifting ownership of forest lands, of the causes back of it, and the results thereof.* M.S. thesis, Yale Univ.
- Hutchinson, Oliver K.
1959. *An investigation of the attitudes of owners of forest land in Harden and Union Counties of Ohio.* M.S. thesis, Ohio State Univ.
- James, L. M., W. P. Hoffman, and M. A. Payne.
1951. *Private forest landownership and management in central Mississippi.* Miss. Agr. Expt. Sta. Tech. Bul. 33, 38 pp.
- Keniston, Robert F.
1962. *Factors affecting decisions of small-forest owners in western Oregon.* Ph.D. thesis, Yale Univ.

- Kitt, Paul Duane.
1958. Ownership factors affecting the management of small forest tracts in St. Helena Parish, Louisiana. M.S. thesis, La. State Univ.
- Martin, Ivan R.
1959. Some characteristics of owners of unmanaged woodlands. M.S. thesis, La. State Univ.
- McCauley, Orris Dayton.
1960. Small private forest ownerships in Ohio: owner characteristics and attitudes toward land management. M.S. thesis, Ohio State Univ.
- McClay, T. A.
1961. Similarities among owners of small private forest properties in nine eastern localities. Jour. Forestry 59: 88-92.
- McMahon, R. O.
1964. Private non-industrial ownership of forest land. Yale Univ. School Forestry Bul. 68, 122 pp.
- Nelson, A. W.
1963. The small woodland owner in a changing economy. Soc. Amer. Foresters Proc. 1962: 18-20.
- Nelson, D. W.
1946. Public ownership of California forests. Jour. Forestry 44: 575-578.
- Quinney, Dean N.
1961. A study of small private forest landowners in the Upper Peninsula of Michigan. Ph.D. thesis, Mich. State Univ.
- Quinney, Dean N.
1964. Small private forest land ownership in the United States — individual and social perception. Natural Resources Jour. 3 (3): 379-393.
- Schallau, Con H.
1961. An investigation of private forest landownership in the southern most 37 counties of the Lower Peninsula of Michigan. Ph.D. thesis, Mich. State Univ.
- Schallau, Con H.
1962. Small forest ownership in the urban fringe area of Michigan. U.S. Forest Serv. Lake States Forest Expt. Sta. Paper 103, 17 pp.
- Schallau, C. H.
1964. Forest owners and timber management in Michigan. U.S. Forest Serv. Res. Paper LS-9, 39 pp. Lake States Forest Expt. Sta., St. Paul, Minn.

- Secrest, P.
1963. **Human factors in buying stumpage.**
In Southern Forests and Southern People, ed. by T. Hansbrough: Ann. Forestry Symp. 12: 45-52, La. State Univ. Press.
- Strohbehn, Roger W.
1963. **Ownership of rural land in the Southeast.**
U.S. Dept. Agr., Agr. Econ. Rpt. 46, 43 pp., illus.
- Sutherland, C. F., and C. H. Tubbs.
1959. **Influence of ownership on forestry in small woodlands.**
U.S. Forest Serv. Lake States Forest Expt. Sta., Sta. Paper 77, 21 pp.
- Teegarden, D., P. Casamajor, and J. Zivnuska.
1960. **Timber marketing and land ownership in the central Sierra Nevada region.** Calif. Agr. Expt. Sta. Bul. 774, 72 pp., illus.
- Weinberg, Ernest E. A.
1956. **A study of farm woodlot owners who are cooperators and non-cooperators under the New York State Forestry Practice Act.** M.S. thesis, N. Y. State Univ. Col. Forestry, Syracuse.
- Williams, Ellis T.
1964. **The timber owner and his federal income tax.**
Forest Service, U.S. Dept. Agr. Handbook 274, 49 pp.
- Yoho, James G.
1956. **Private forest land ownership and management in 31 countries of the Lower Peninsula of Michigan.** Ph. D. thesis, Mich. State Univ.
- Yoho, J. G., L. M. James, and D. N. Quinney.
1957. **Private forest landownership and management in the northern half of Michigan's lower peninsula.** Mich. Agr. Expt. Sta. Tech. Bul. 261, 27 pp. illus.
- Yoho, J. G., and R. O. McMahon.
1963. **North Carolina land ownership study: new light on small woodlands.** Amer. Forests 69: 32-34.
- Zivnuska, J. A.
1963. **An economic view of the small forest ownership situation.** Soc. Amer. Foresters Proc. 1962: 14-17.
- Zivnuska, John A.
1963. **An economic view of the small forest ownership situation.** Forest Indust. 90 (2): 32-34, 111.

Marketing

- Anonymous.
1960. **Marketing of forest products from small woodland areas in the Northeast.** Pa. Agr. Expt. Sta. Bul. 670. 53 pp.

- Adams, T. C.
1959. Marketing of farm forest products: thirteen western Oregon counties. Ore. Agr. Expt. Sta. Bul. 567, 26 pp., illus.
- Adams, W. R., Gregory Baker, G. M. Beal, et al.
1956. Marketing forest products from small woodland areas in the Northeast. I. Selling practices of woodland owners and extent of home use of timber products. Vt. Univ. Agr. Expt. Sta. Bul. 595, 83 pp.
- Allen, J. W.
1950. Marketing woodlot products in the state of Washington. Wash. Inst. Forest Prod. Bul. 1, 61 pp.
- Baker, G., and F. K. Beyer.
1956. Marketing forest products from small woodland areas in Maine. Maine Agr. Expt. Sta. Bul. 554, 15 pp.
- Blyth, James.
1960. Farm marketing of primary forest products in southeast Iowa. M.S. thesis, Iowa State Col.
- Bruce, Richard W.
1958. An economic analysis of practices used in marketing sawlogs and pulpwood from small woodland holdings in Washington State. M.S. thesis, Wash. State Col.
- Bruce, Richard W.
1959. Marketing sawlogs and pulpwood from small woodland holdings (in Washington). Wash. State Agr. Expt. Sta. Bul. 599, 26 pp., illus.
- Bruce, Richard W.
1961. Problems of industrial purchases of private timber. Wash. State Agr. Expt. Sta., Sta. Cir. 382, 7 pp.
- Carroll, W. M., C. E. Trotter, and N. A. Norton.
1955. Marketing forest products in Pennsylvania; a study of marketing practices and pricing processes at the farm level, 1947 through 1951. Pa. Agr. Expt. Sta. Prog. Rpt. 131, 8 pp.
- Casamajor, P., D. Teegarden, and J. Zivnuska.
1960. Timber marketing and land ownership in Mendocino County. Calif. Agr. Expt. Sta. Bul. 772, 56 pp., illus.
- Christensen, Wallace W., and Allen W. Goodspeed.
1958. Marketing forest products in West Virginia. W. Va. Agr. Expt. Sta. Bul. 421, 33 pp., illus.
- Clapp, R. T.
1947. Highest income from farm woodlands by marketing varied timber products. Miss. Agr. Expt. Sta. Farm Res. 10(4): 1, 6, 8.
- Cline, A. C.
1926. The marketing of lumber in New Hampshire. Harvard Forest Bul. 10, 12 pp.

- Dunwoody, C. B.
1954. Rhode Island markets for woodland products.
R.I. Agr. Ext. Bul. 127, 21 pp.
- Farrell, J. H.
1964. Timber income potential from small forests in the Missouri Ozarks. U.S. Forest Serv. Res. Paper CS-11, 74 pp. Central States Forest Expt. Sta., Columbus, Ohio.
- Forsling, C. L.
1936. Marketing the farm forest crop.
Farmers Fed. News 17 (2): 7-8.
- Foulds, Raymond Thomas.
1952. The place of marketing in farm woodland economics in the eastern United States. M.S. thesis, Univ. Mich.
- Garrison, Verne L.
1958. Primary problems involved in marketing privately owned stumpage in west-central Colorado. M.S. thesis, Colo. State Univ.
- Gragg, F. C.
1964. Growing to serve the future forests.
The Unit 11: 13-15.
- Heady, Donald R.
1960. A study of stumpage values in woodlot sale.
M.S. thesis, N. Y. State Univ. Col. Forestry.
- Hopkins, W. C.
1946. Timber stand improvement by marketing varied forest products, farm harvested. Miss. Agr. Expt. Sta. Farm Res. 9- (6): 1-2.
- Hoyle, R. J.
1938. Harvesting and marketing timber in New York.
N. Y. State Col. Forestry Tech. Pub. 49: 52-55.
- Hutchinson, O. K., and R. K. Winters.
1951. Marketing the farm products of southern Illinois.
U.S. Forest Serv. Central States Forest Expt. Sta. Tech. Paper 123, 39 pp.
- Lunnum, K., and V. Burlison.
1962. Forest marketing: marketing woodland products.
Pacific Northwest Coop. Ext. Bul. 48, 35 pp.
- Lupsha, J. M.
1963. Market influences on integration.
North. Logger 12 (4): 16-17, 54-55.
- Manthy, R. S., and L. M. James.
1964. Marketing pulpwood in selected areas of the North Central Region. Mich. State Univ. Agr. Expt. Sta. Res. Bul. 6, 120 pp.

- Martin, Ivan R.
1957. Marketing problems of farmers and small woodland owners. Assoc. South. Agr. Workers Proc. 54: 165-166.
- Martin, Lee R.
1953. Bargaining position of sellers of forest products. *In* Research in the economics of forestry: 361-368. William A. Duerr and Henry J. Vaux, ed. Charles Lathrop Pack Forestry Found., Washington.
- Middleton, W. F., F. W. Hurry, G. W. Backhouse, and others.
1960. Homegrown timber. Timber Trade Jour. 232 (4355).
- Norton, Newell A., Myron D. Ostrander, J. Harry Rich, et al.
1960. Marketing of forest products from a small woodland area in the Northeast. II. Buying practices of primary wood-using industries and other first handlers of rough forest products. III. Use of marketing assistance and information by forest product buyers and sellers. Pa. Agr. Expt. Sta. Bul. 670, 53 pp.
- Preston, J. F.
1941. Marketing the products from farm woodlands. Jour. Forestry 39: 926-929.
- Quigley, K. L.
1950. Marketing farm woodland products in the Missouri Ozarks. U.S. Forest Serv. Central States Forest Expt. Sta. Tech. Paper 116, 41 pp.
- Reid, W. H.
1955. Sawmills: markets for farm woodland products. W. Va. Univ. Agr. Expt. Sta. Bul. 382, 5 pp.
- Rettie, J. C., W. G. Banks, and George Doverspike.
1949. Preliminary survey of the marketing of farm woodland products in the northern New England States. U.S. Forest Serv. Northeast. Forest Expt. Sta. Paper 25, 28 pp.
- Richards, A. H.
1952. Organized use of farm woodlots. Farmers Mag. 49: 7, 43.
- Roberts, J. B., and R. O. Gustafson.
1946. Timber products marketing in eastern Kentucky. Ky. Agr. Expt. Sta. Bul. 488, 95 pp., illus.
- Schallau, Con H.
1964. A rationale for small woodland research in the Lake States. U.S. Forest Serv. Lake States Forest Expt. Sta. Misc. Paper, 11 pp.
- Skok, Richard A.
1960. Market practices and price formation of farm woodland products sales in northern and southeastern Minn. Diss. Abs. 21-(4): 718-719.

- Smith, R. C.
1954. Marketing farm woodlot products in Franklin, Osage, and Gasconade counties. Mo. Agr. Expt. Sta. Bul. 623, 27 pp.
- Stenzel, G.
1954. Marketing woodlot products in the State of Washington. Wash. Inst. Forest Prod. Bul. 15, 56 pp.
- Stoddard, Charles H.
1956. Some statistical needs in forest economics. Jour. Forestry 54: 841-842.
- Stoddard, Charles H., and William P. House.
1961. Small business in New Hampshire's forestry and forest products industries. N. H. State Planning and Development Comm., 64 pp., illus., Concord.
- Sterrett, W. D.
1917. Marketing woodlot products in Tennessee. Resources Tenn. 7 (\$): 174-176.
- Todd, A. S., Jr.
1953. Small sawmills as buyers of southern pine timber. Jour. Forestry 51: 169-172.
- Todd, A. S., Jr., and J. J. Zirkle, Jr.
1949. Marketing farm timber in Monroe County, Georgia. U.S. Forest Serv. Southeast. Forest Expt. Sta., Sta. Paper 3, 33 pp., illus.
- United States Forest Service.
1961. The timber resources of West Virginia and a report on the national forests of West Virginia. 87th Cong. Doc. 33, 39 pp. U.S. Govt. Printing Office.
- United States Senate.
1959. The small independent firm's role in the forest products industry. U.S. Senate Select Committee on Small Business Rpt. 240, 110 pp.
- Watson, Hugh, Harold Collison, and John Corbett.
1956. Report of the Committee on Marketing of Woodland Produce. Her Majesty's Stationery Off., 100 pp. London.
- Zirkle, John Jacob, Jr.
1950. Analysis of some factors affecting stumpage value of farm timber in Monroe County, Georgia. M.S. thesis, Duke Univ.

Management

- Anonymous.
1961. Progress in private forestry in the U.S. Amer. Forest Prod. Indus., 49 pp., illus.

- Abetz, K.
 1958. Der Einfluss der Waldbesitzgrosse auf den Eigenbedarf und die Marktleistung an Holz in bauerlichen Betrieben. (The relation of size of forest holding to owner consumption and market production of wood on farms.) Allg. Forstzshr. 13 (23) : 325-326.
- Armentrout, W. W.
 1959. Farm and forest production in West Virginia. W. Va. Univ. Agr. Expt. Sta. Bul. 426, 15 pp.
- Arnold, R.
 1957. Cooperative management aids Montana's forests. West. Conserv. Jour. 14 (1) : 29, 34.
- Aughanbaugh, J.
 1959. Experimental woodlands as a means of encouraging improved management of small tracts. Jour. Forestry 57: 409-412.
- Aughanbaugh, J.
 1963. Economic returns from well managed farm woods. Ohio Agr. Expt. Sta. Res. Bul. 942, 15 pp.
- Baguley, M. J.
 1963. The application of idealistic forest management to the practice of forestry on private estates. Quart. Jour. Forestry 57 (2) : 123-128.
- Barracough, Solon L., and Ernest M. Gould, Jr.
 1955. Economic analysis of farm forest operating units. Harvard Forest Bul. 26, 145 pp.
- Barrett, L. I.
 1961 Forester reveals blueprint for small forest ownership. Timberman 52 (2) : 42-43, 72.
- Behre, C. E.
 1953. The problem of smallness and forest management. Amer. Forest Cong. Proc. 4: 253-254.
- Bennett, H. D.
 1959. Sound practical, economic forestry is a good investment South. Lumberman 199 (2489) : 136-138.
- Bourdo, E. A., Jr., and J. A. Johnson.
 1959. Practical small woodland management. Ford Forestry Center Tech. Bul. (L'Anse) 1, 7 pp.
- Campbell, R. A.
 1957. Ten years of experimental farm woodland management in the southern Appalachians. U.S. Forest Serv. Southeast. Forest Expt. Sta., Sta. Paper 83, 11 pp.
- Corty, F. L., and J. J. Stevens.
 1959. Pine planting and profits in north Louisiana. La. Agr. Expt. Sta. Bul. 525, 27 pp.

- Doolittle, Warren T.
1963. Timber management research programs in the Appalachian region. Amer. Pulpwood Assoc. Tech. Paper 63, 4 pp.
- Duerr, W. A., and R. Zon.
1942. Farm forestry in the Lake States: an economic problem. U.S. Forest Serv. Lake States Forest Expt. Sta. Cir. 661, 33 pp.
- Fenton, R. H., and R. P. Broomall.
1963. Seven-year results in managing a small woodlot in southern Maryland. U.S. Forest Serv. Res. Note NE-10, 6 pp. Northeast. Forest Expt. Sta., Upper Darby, Pa.
- Filip, Stanley M., and William B. Leak.
1962. Profitable woodlot management in New England. U.S. Forest Serv. Northeast. Forest Expt. Sta., Sta. Paper 170, 17 pp., illus.
- Fischer, W. H.
1929. Economic importance of farm woodland in Minnesota. M.S. thesis, Univ. Minn.
- Flora, Donald F.
1960. Time discounting by certain forest landowners. Ph.D. thesis, Yale Univ.
- Gibbs, C. B.
1958. Managing a small forest in east Texas. U.S. Forest Serv. South. Forest Expt. Sta., Sta. Paper 163, 7 pp.
- Glaser, Edwin Herman.
1950. A case study of income possibilities from small managed woodlands in Missouri. M.S. thesis, Univ. Mo.
- Gould, Ernest Morton, Jr.
1951. Economic problems of managing small woodland holdings in New England. Ph.D. thesis, Harvard Univ.
- Grant, J. R.
1946. The problem of the small woods. Quart. Jour. Forestry 40 (2): 90-92.
- Hagenstein, Perry R., and Barney Dowdle.
1962. A theoretical model for examining forest land use alternatives. Jour. Forestry 60: 187-191, illus.
- Hall, A. G.
1958. The small woodland conferences: what they have accomplished. South. Lumberman 197 (2465): 150-152.
- Holcomb, Carl J., Sidney Weitzman, and Russell J. Hutnik.
1957. Farm woods management at the Mountain State Research Center: a 5-year report. Va. Polytech. Inst. Agr. Ext. Serv. Bul. 251, 18 pp., illus.

- Huber, E. H.
 1961. Better living from trees.
 Forest Landowners' Forum Proc., 21 pp. N.Y. State Univ.
 Col. Forestry, Syracuse.
- Hungerford, Norman O.
 1962. Effects of Southern industrial forestry on small woodland
 management. M.S. thesis, Univ. Mich.
- Hutnik, Russell J.
 1956. Placing our northern hardwood woodlots under management.
 U.S. Forest Serv. Northeast. Forest Expt. Sta., Sta. Paper 82,
 24 pp., illus.
- James, L. M.
 1960. Farm woodlands and the timber economy of Michigan.
 Mich. Agr. Expt. Sta. Quart. Bul. 42 (3): 563-583.
- Kirkland, Burt P.
 1917. Continuous forest production of privately owned timberlands
 as a solution of the economic difficulties of the lumber indus-
 try. Jour. Forestry 15: 15-64.
- Kobayashi, Y.
 1963. On mechanization policy of private forestry.
 Forest Econ. 16 (8): 12-17. Tokyo. (In Japanese.)
- Lane, Leighton E.
 1959. Historical study of the formation and development of small
 woodlots in the Northeast. M.S. thesis, N.Y. State Univ.
 Col. Forestry, Syracuse.
- Lauderdale, Kirby Ray.
 1963. The tree farm family — an alternative for the small woodland
 ownership problem. M.S. thesis, Purdue Univ.
- Lord, William B.
 1963. A reconsideration of the farm forestry problem.
 Jour. Forestry 61: 262-264.
- McConkey, Thomas W.
 1955. Returns from a white pine woodlot.
 U.S. Forest Serv. Northeast. Forest Expt. Sta. Forest Res.
 Note 41, 3 pp.
- Mark, Gordon G., and Robert S. Dimmick.
 1962. Managing the family forests.
 U.S. Dept. Agr. Farmers' Bul. 2187, 62 pp., illus.
- Marquis, Ralph W.
 1962. A new approach to small woodlands.
 Pa. Forests 52 (1): 11, illus.
- Marty, Robert J.
 1961. Timber investment decisions: a study of economic decision-
 making under uncertainty in forestry. Ph.D. thesis, Yale
 Univ.

- Mitchell, Wilfred C., and Henry H. Webster.
1961. Ten-year earnings from two small woodlands.
U.S. Forest Serv. Northeast. Forest Expt. Sta., Sta. Paper 145,
31 pp., illus.
- Mosher, M. M.
1962. The economic value of eighteen northeastern Washington
farm forests.
Wash. Agr. Expt. Sta. Bul. 632, 28 pp.
- Mosher, M. M.
1958. The economic value of seventeen western Washington farm
forests. Wash. State Agr. Expt. Sta. Bul. 596, 27 pp.
- Quinney, D. N., and C. H. Schallau.
1962. Lake States forest lands in a changing economy.
Land Econ. 39: 421-428, illus.
- Redman, J. C.
1956. Economic aspects of the farm woodland enterprise.
Jour. Farm Econ. 38: 901-910.
- Samuelson, E.
1950. In German postwar forests.
Skogsagaren 26: 168-171. (In Swedish.)
- Streyffert, Thorsten.
1957. Influence of size of ownership and size structure on forest
management in Sweden. Skr. K. Skogshögsk. 236, 44 pp.
Stockholm. (In English.)
- Streyffert, Thorsten.
1961. Management of small forest holdings in Sweden.
In Comparisons in Resource Management, pp. 52-73. Johns
Hopkins Univ. Press, Baltimore.
- Streyffert, Thorsten, and C. von Malortie.
1963. Farm forestry: an economic study based on accounts kept by
the participating farms — 1953-60. Skr. K. Skogskogsk. 39,
207. Stockholm. (In Swedish; English summary.)
- Swingler, W. S.
1938. The farmer turns forester: a study in cooperation.
Land Policy Rev. 1 (2): 11-15.
- Taber, Alfred W.
1960. An economic analysis of ranch forests as operating units.
M.S. thesis, Mont. State Univ.
- Wilson, D.A.
1963. Comparative economics of management of close and distant
lands. Pulp Paper Mag. Canad. 64 (4): 194-197.
- Wilson, R. C., and G. Vitas.
1963. Multiple uses of family forests.
In A place to live. U. S. Dept. Agr. Yearbook 1963: 322-329.

Zivnuska, John A.

1954. Private forestry in Norway: a case study in small woodland management and policy. Forest Sci. Monog. 1. 49 pp.

MARKETING ROUGH FOREST PRODUCTS AND PRIMARY MANUFACTURES

Anonymous.

1943. Markets for forest products in Tennessee.
Tenn. Agr. Col. Ext. Spec. Cir. 170, 82 pp.

Anonymous.

1956. Present and future marketing of forest products: panel discussion. Forest Prod. Jour. 6: 478-483.

Anonymous.

1958. Don't gamble with marketing forestry products.
Miss. State Col. Ext. Pub. 365, 6 pp.

Anonymous.

1959. Problems and methods of assuring prices for homegrown timber. Jour. Roy. Forestry Soc. England 43: 119-125.

Anonymous.

1960. Financial management of large forest ownerships.
Yale School Forestry Bul. 66, 124 pp.

Anonymous.

1961. Changing patterns of cycles in lumber production.
Jour. Forestry. 59 :808.

Andrews, I. H.

1959. The British Columbia forest industry, products and markets, past performance, future prospects. Canad. Pulp and Paper Indus. 12 (4) : 42, 44, 48, 50, 52.

Barford, B.

1961. A larger share of a smaller cake?
Canad. Lumberman 81 (1) : 25-30.

Bond, Robert S.

1958. Marketing lumber from Massachusetts sawmills.
(Data for 1957.) Mass. Agr. Expt. Sta. Bul. 526, 58 pp.,
illus.

Breck, R. W., and S. Salem.

1956. Marketing southern New Hampshire hardwoods.
Northeast. Logger 5 (4) : 24-25, 54.

Brewer, G. C.

1963. Wood merchandising is a competitive market.
Forest Prod. Jour. 13: 12Z-14A.

Brock, Samuel M.

1963. Marketing Maine lumber to the northeastern building construction industry. Maine Agr. Expt. Sta. Bul. 615, 44 pp.,
illus.

- Brock, Samuel M.
1964. The market for lumber in Maine manufacturing industries. Maine Agr. Expt. Sta. Bul. 621, 24 pp., illus.
- Bruce, R. W.
1961. Opportunities in forest products marketing in the Far West. Jour. Forestry 59: 748-752.
- Callward, F. M.
1953. Market for low grade products needed to encourage wide spread forest practices in the State. Conn. Woodlands 18: 14-15.
- Christensen, Wallace W., Henry H. Webster, Gregory Baker, et al.
1962. Marketing of lumber produced by sawmills in the Northeast—Phase I. W. Va. Univ. Agr. Expt. Sta. Bul. 478, 32 pp., illus.
- Corcoran, Thomas J.
1962. Optimizing the market allocation of timber products from woodlands in multiple product situation. Ph.D. thesis, Purdue Univ.
- Dixon, R. D., and E. T. Faris.
1950. Markets for forest products in central and northern Georgia. Ga. Agr. Expt. Sta. Ser. 22, 102 pp.
- Douglas, E.
1953. The structure of the Iowa retail lumber industry. Iowa Agr. Expt. Sta. Bul. 395, 32 pp., illus.
- Doverspike, George.
1949. Preliminary survey of markets and prices of forest products in the Del-Mar-Va Peninsula. U.S. Forest Serv. Northeast. Forest Expt. Sta. Paper 27, 27 pp.
- Duerr, W. A.
1949. The economic problems of forestry in the Appalachian region. 317 pp. Harvard Univ. Press, Cambridge, Mass.
- Duerr, W. A., J. B. Roberts, and R. O. Gustafson.
1946. Timber products marketing in eastern Kentucky. Ky. Agr. Expt. Sta. Bul. 488, 95 pp.
- Duerr, William A., and Henry J. Vaux.
1953. Research in the economics of forestry. 475 pp. Charles Lathrop Pack Forestry Found., Washington.
- Frank, Robert M., Jr.
1956. Pennsylvania markets for primary forestry products. M.S. thesis, Pa. State Univ.
- Frank, Robert M.
1963. A survey of sawmill residues and lumber as raw materials for wood-using industries in West Virginia. U.S. Forest Serv. Res. Paper NE-3, 20 pp., illus. Northeast. Forest Expt. Sta., Upper Darby, Pa.

- Franz, George J.
1963. The wood-using industry in Berkshire County, Massachusetts. Mass. Agr. Expt. Sta. Bul. 534, 61 pp., illus.
- Fritz, E.
1960. The development of industrial forestry in California. Col. William B. Greeley Lectures Indus. Forestry 4, 40 pp. Univ. Wash. Col. Forestry, Seattle.
- Gregory, G. R.
1957. Re-orientation of forest marketing research. Jour. Forestry 55: 454-458.
- Hagenstein, Perry R.
1964. Factors affecting the location of wood-using plants in the northern Appalachians. U.S. Forest Serv. Res. Paper NE-16, 36 pp., illus. Northeast. Forest Expt. Sta., Upper Darby, Pa.
- Hair, Dwight.
1963. The economic importance of timber in the United States. U.S. Dept. Agr. Misc. Pub. 941, 91 pp.
- Hair, Dwight, and Alice H. Ulrich.
1963. The demand and price situation for forest products. U.S. Forest Serv. Misc. Pub. 953, 50 pp.
- Hale, Richard Augustus.
1948. A study of the structure of the wholesale lumber market in New England with special emphasis on the Boston market. M.S. thesis, Yale Univ.
- Hall, George R.
1960. The lumber industry and forest policy; a study in the economics of natural resources. PhD. thesis, Harvard Univ.
- Hall, John S.
1943. Cooperative timber harvesting agreement in the Southwest. Jour. Forestry 9: 598-599.
- Hallberg, Russell Kurt.
1950. The marketing of pine lumber in North Carolina and Virginia. M.S. thesis, Duke Univ.
- Harvard Forest.
1925. Lumber consumption in the Springfield district. Harvard Forest, Market Survey Rpt., 9 pp. Petersham, Mass.
- Herr, C. S.
1959. The development of industrial forestry in the Northeast. Col. William B. Greeley Lectures Indus. Forestry 3, 50 pp. Univ. Wash. Col. Forestry, Seattle.
- Hidy, R. W., F. E. Hill, and A. Nevins.
1963. Timber and men: the Weyerhaeuser story. 704 pp., illus. The Macmillan Company, New York.

- Holland, I. I.
1962. Timber products marketing in the Claypan Region of Illinois. Agr. Expt. Sta. Bul. 689: 1-40.
- Holland, I. I., and G. G. Judge.
1962. How to gage the efficiency of lumber distribution. Forest Indus. 89 (9) : 42-44, 106-107.
- Holland, I. I., and G. G. Judge.
1962. The spatial structure of the lumber industry. U. S. Dept. Agr. Econ. Res. Rpt. 52, 42 pp., illus.
- Holopainen, V.
1960. Marketing of roundwood in Finland and the Scandinavian countries with special regard to marketing channels and trade customs. Acta Forest Fenn. 72 (4) : 188. (In English and Finnish.)
- Hoos, S., and K. R. Farrell.
1959. California marketing orders. Cal. Agr. Ext. Leaflet 117. 7 pp.
- Hopkins, Frederick S.
1947. The marketing of timber products and its bearing on forest practice. M.S. thesis, Univ. Mich.
- Hopkins, W. C.
1962. Producing, harvesting and marketing high quality Southern timber. La. State Univ. School Forestry Symp. Proc. 11, 107 pp.
- Houston, Neil T.
1953. Sales policy and programs of forest-product firms. In Research in the economics of forestry: 368-373. William A. Durr and Henry J. Vaux, ed. Charles Lathrop Pack Forestry Found., Washington.
- Hughes, Jay M.
1958. Price and prejudice in the marketing of Colorado lumber. M.S. thesis, Colo. State Univ.
- Hutchison, S. B.
1959. Production-distribution trends and freight rates as they affect Mountain States lumber producers. U. S. Forest Serv. Intermt. Forest and Range Expt. Sta., Sta. Paper 59, 13 pp., illus.
- James, Lee M.
1957. Marketing pulpwood in Michigan. Mich. State Univ. Agr. Expt. Sta. Spec. Bul. 411, 67 pp., illus.
- Johnson, W. S.
1950. The long range outlook for forest products markets in California. Soc. Amer. Foresters North. Calif. Sect. Papers 1949: 1-6.

- Judson, G. M., and G. L. Switzer.
 1952. Timber products marketing in northeast Mississippi. Miss. Agr. Expt. Sta. Bul. 494, 24 pp.
- Kinabrew, R. G.
 1960. Marketing north Mississippi hardwood: prime quality and specialty types. Miss. Agr. Expt. Sta. Misc. pub., 56 pp.
- Knudson, Douglas M.
 1960. Marketing private stumpage in western Colorado. M.S. thesis, Colo. State Univ.
- Latham, E. B.
 1960. Forest products marketing: development of markets for forest products. Unasylva 14 (4) : 174-178.
- Long, Roger B., and James R. Gray.
 1963. Market relationships between timber sellers and initial timber processors in New Mexico. Agr. Expt. Sta. Res. Rpt. 83, 13 pp., illus.
- Lord, William B.
 1958. The Wisconsin domestic charcoal market: a case study in forest products marketing research. M.S. thesis, Univ. Mich.
- McCain, Edwin A.
 1956. A problem analysis of the marketing of forest products in Colorado. M.S. thesis, Colo. State Univ.
- McCain, E. A., and C. A. Newport.
 1957. Preliminary report of a forest products marketing study in Colorado. Colo. Agr. and Mech. Col. School Forestry and Range Mangt. Res. Note 7, 2 pp.
- McGuire, J. R.
 1954. Northeastern Regional Marketing Project NEM-6: marketing forest products. New England Res. Council Marketing and Food Supply Proc. 1954: 45-46.
- Manthy, R. S., and L. M. James.
 1963. Marketing posts, poles, and piling in selected areas of the North Central Region. Mich. State Univ. Agr. Expt. Sta. Tech. Bul. 290, 63 pp.
- Massie, Michael R. C., and Lee M. James.
 1964. Marketing cooperage timber in selected areas of the North Central Region. Mich. Agr. Expt. Sta. Res. Bul. 3, 39 pp., illus.
- Massie, Michael R. C., and Oliver P. Wallace.
 1963. The price of white pine stumpage and lumber during the movement of New Hampshire sawmills into and out of production. N.H. Agr. Expt. Sta. Bul. 480, 29 pp., illus.
- Mayer-Wegelin, H.
 1959. Die gegenwartige Entwicklung der Holzverwendung. (Modern trends in the use of wood). Forst u. Holzw. 14 (22) : 469-473.

- Meredith, Theodore H.
1962. Marketing forest products in the eastern Ozarks.
M.S. thesis, Univ. Mo.
- Ostrander, Myron D.
1961. Marketing the products of integrated operations.
Northeast. Logger 10 (1) : 18-19, 26-31, illus.
- Quigley, K. L., and B. L. Hornbeck.
1955. Markets for forest products in Kentucky.
Ky. Agr. Expt. Sta. Bul. 628, 29 pp.
- Quigley, K. L., and O. D. McCauley.
1957. Ohio's forest industries and markets.
Northeast. Logger 6 (5) : 20-21, 62-64.
- Randel, William Claud.
1963. Linear programming in a small forest products firm.
Ph.D. dissertation, N. Y. State Univ. Col. Forestry, Syracuse.
- Robertson, B. R., S. C. Shull, and G. M. Beal.
1957. Marketing of Maryland forest products.
Md. Agr. Expt. Sta. Misc. Bul. 288, 62 pp., illus.
- Rose, B. B., and G. A. Bramlett.
1962. Timber and wood products in the economic development of
the Coosa Valley area of Georgia. Ga. Agr. Expt. Sta. Bul.
91, 33 pp., illus.
- St. Clergy, C. J., R. R. Foil, and D. M. Johns.
1962. Timber marketing handbook for North Central Louisiana.
N. La. Hill Farm Expt. Sta. Forestry Bul. 3, 24 pp., illus.
- Seymour, W.
1955. Marketing of forest produce on private estates.
Quart. Jour. Forestry 49 (4) : 271-276.
- Show, P. A., and A. J. Christie.
1952. Sawmill operations and marketing of forest products.
New England Water Works Assoc. Jour. 66: 104-110.
- Simmons, Fred C.
[n.d.] Markets, uses, and new developments for northern hard-
woods. N.Y. Forester 19 (1) : 9-11.
- Simmons, Fred C.
1962. Hardwood market requires better logging practices.
Forest Indus. 89 (11) : 37.
- Smith, Richard F.
1953. Marketing forest products.
West. Forestry and Conserv. Assoc. Proc. 44: 30.
- Swain, L. C., and O. P. Wallace.
1955. Marketing forest products in New Hampshire.
N.H. Agr. Expt. Sta. Bul. 420, 10 pp.

- Tipple, Nicolas E.
1960. Contributions of log sorting and production programming to lumber marketing. M.S. thesis, Univ. Idaho.
- Todd, A. S., Jr.
1950. Markets for forest products in Florida.
U. S. Forest Serv. Southeast. Forest Expt. Sta., Sta. Paper 7, 71 pp.
- Todd, A. S., Jr. and J. J. Zirkle, Jr.
1949. Markets for forest products in southwest Georgia.
U. S. Forest Serv. Southeast. Forest Expt. Sta., Sta. Paper 1, 77 pp., illus.
- Tolle, S.
1964. A manufacturer's problems in the procurement and marketing of hardwoods. *Northern Logger* 12 (7): 16, 36.
- Trimble, G. R., and G. W. Wendel.
1963. Cost of marketing hardwood sawtimber in West Virginia.
U. S. Forest Serv. Res. Note NE-15, 4 pp., illus. Northeast. Forest Expt. Sta., Upper Darby, Pa.
- Wackerman, A. E.
1955. Forest products marketing problems in the Piedmont region of North Carolina. *Duke Univ. Forestry Bul.* 12, 62 pp.
- Wallace, Oliver P.
1962. The use of lumber by New Hampshire's wood-using industries. *N. H. Agr. Expt. Sta. Bul.* 474, 15 pp., illus.
- Webster, Henry H.
1956. An economic analysis of mine-timber marketing in West Virginia. U. S. Forest Serv. Northeast. Forest Expt. Sta., Paper 84, 24 pp., illus.
- Whitman, J. A.
1956. A checklist for timber sales contracts.
Jour. Forestry 54: 246-248.
- Whitmore, R. A., Jr.
1963. Marketing of lumber in the northeast: Phase 2 — lumber purchases by wood products manufacturers. *Vt. Agr. Expt. Sta. Bul.* 635, 39 pp.
- Yoho, J. G., and J. Muench, Jr.
1962. Regional economic factors bearing on the future of the lumber and woodpulp industries in the South (of the U.S.A.).
Jour. Forestry 60: 312-319.
- Zirkle, J. J., Jr., and A. S. Todd, Jr.
1949. Markets for forest products in southeast Georgia.
U. S. Forest Serv. Southeast. Forest Expt. Sta., Sta. Paper 4, 110 pp., illus.

- Zivnuska, John A.
1959. Economic organization in the forest products industries. *In* Industrial Forestry Seminar Proc. 12: 12-23. Yale School Forestry, New Haven, Conn.
- Zivnuska, J. A.
1960. The forest products mix in a changing economy. *Soc. Amer. Foresters Proc.* 1960: 57-63.
- Zivnuska, J. A.
1963. The future of wood in a competitive market. *Forest Indus.* 90 (11) : 40-41, 101, 104-106.
- Zivnuska, J. A.
1963. The future for wood in a competitive market. *Soc. Amer. Foresters Puget Sound and Columbia River Sections Proc.*, 18 pp. Longview, Wash.

ECONOMICS OF COOPERATIVE ENTERPRISE

Economic Evaluation of Cooperatives

- Anonymous.
1962. Co-ops are economic tools for special crops. *News Farmer Co-ops.* 28 (10) :20.
- Abrahamsen, Marten A.
1957. Role of farm cooperatives in efficient distribution. *Jour. Farm Econ.* 39: 1285-1298.
- Aram, J. L.
1961. Let's integrate our markets, too! *Forest Prod. Jour.* 11: 205-206.
- Aresvik, O.
1955. Comments on The economic nature of the cooperative association by R. Phillips. *Jour. Farm Econ.* 37: 140-144.
- Bakken, H. H., and G. S. Grewal.
1959. Vertical integration at the grass roots. *News Farmer Co-ops.* 26 (2) : 5, illus.
- Bernard, P.
1959. Place of cooperatives in vertical integration. *Nations Agr.* 34: 16-19, illus.
- Bowman, M. J., and W. W. Haynes.
1963. Resources and people in east Kentucky: problems and potentials of a lagging economy. 448 pp. Resources for the Future; Johns Hopkins Univ. Press, Baltimore.
- Canada, T. L., and E. H. Matzen.
1946. Economic study of the history, status and operation of agricultural cooperatives in Indiana. *Ind. Agr. Expt. Sta. Bul.* 518: 48 pp., illus.

- Carpenter, G. A.
1961. Basic requirements for bargaining strength by farmer cooperative association. Calif. Agr. Expt. Sta. Calif. Agr. 15: 2.
- Clark, E.
1952. Farmer cooperatives and economic welfare. Jour. Farm Econ. 34: 35-51.
- Collins, N. R.
1959. Agricultural producers and changing markets. News Farmer Co-ops. 25 (11) : 4, illus.
- Eisenhower, Dwight D.
1960. The President's statement to the 1960 American Institute of Cooperation session. News Farmer Co-op. 27 (8) : 2.
- Eldridge, S., and Associates.
1943. Development of collective enterprise. Dynamics of an emergent economy. 577 pp. Univ. Kansas Press, Lawrence, Kan.
- Erdman, H. E.
1958. Development and significance of California cooperatives: 1900-1915. Agr. History 32: 179-186.
- Ford, Thomas R.
1962. The southern Appalachian region: a survey. 308 pp., illus. Univ. Ky. Press, Lexington.
- Freeman, Orville L.
1961. Action needed for co-op advance. News Farmer Co-ops. 28 (7) : 3.
- Freeman, Orville L.
1961. New frontiers and wider horizons for cooperatives. News Farmer Co-ops. 28 (7) : 3-4, 18-19.
- Grinnell, H. C.
1932. Economic study of the organization, finance and operations of farmers' business cooperatives in Vermont. Vt. Agr. Expt. Sta. Bul. 346: 1-103, illus.
- Gullander, A. H.
1951. Farmers' cooperation in Sweden. 183 pp., illus. Iowa State Col. Press. (In Danish.)
- Helmberger, P., and S. Hoos.
1962. Cooperative enterprise and organization theory. Jour. Farm Econ. 44: 275-290, illus.
- Howe, F. C.
1936. Denmark: the cooperative way. 277 pp. Coward-McCann, New York.
- Hulbert, L. S.
1956. Following cooperative principles and law. Farmer Co-op. Serv. Reprint 114, 4 pp.

- Hulse, Fred E.
1961. Coordinated marketing for Florida fresh citrus shippers. Farmer Co-op Serv. Marketing Res. Rpt. 492, 44 pp.
- Jamison, J. A.
1960. Coordination and vertical expansion in marketing cooperatives. Jour. Farm Econ. 43: 555-566.
- Jensen, A. L.
1949. Integrating economic and legal thought on agricultural cooperatives. Jour. Farm Econ. 31: 891-907.
- Kennedy, John F.
1961. President Kennedy's message to American Institute of Co-operation. News Farmer Co-ops. 28 (8): 3.
- Knapp, Joseph G.
1957. Are cooperatives good business? Harvard Bus. Rev. 35 (1) : 57-64.
- Knapp, J. G.
1961. Mergers for stronger cooperatives. News Farmer Co-ops. 28 (1) : 3.
- Knapp, Joseph G.
1962. Scope of farmer cooperatives: present and future. Jour. Farm Econ. 44: 476-488, 500-505.
- Knapp, Joseph G.
1963. Current challenges to farmer cooperatives. News Farmer Co-ops. 29 (12) : 3-4, 22., illus.
- Knapp, Joseph G.
1963. How farmer cooperatives contribute to agricultural well-being. Farmer Co-op Serv. Inform. 37, 17 pp.
- Koller, E. F.
1947. Cooperatives in a capitalistic economy. Jour. Farm. Econ. 29: 1133-1144.
- Koller, E. F.
1950. Vertical integration of agricultural cooperatives. Jour. Farm Econ. 32: 1048-1058, 1062-1063.
- Korzan, G. E.
1963. Farmer cooperative performance in a changing economy. Oreg. Agr. Expt. Sta. Bul. 590, 14 pp., illus.
- Larson, Willie G.
1963. Contract farming and vertical integration, 1953-1962: a list of selected references. (Rev. June 1964.) U. S. Dept. Agr., Libr., Libr. List 64, 77 pp.
- Lowrie, A. W.
1958. Cooperative dynamics. News Farmer Co-ops. 25 (2) , 3, illus.

- MacGregor, J. J.
1959. Are agricultural marketing methods suitable for forestry?
Quart. Jour. Forestry 53 (2) : 128-138.
- Manuel, M. L.
1958. Cooperative mergers and research needs.
Jour. Farm Econ. 40: 1846-1849.
- Manuel, M. L.
1960. Citing the merits of merger.
News Farmer Co-ops. 27 (9) : 8.
- Mead, Walter J.
1964. Mergers and economic concentration in the Douglas-fir lumber industry. U. S. Forest Serv. Res. Paper PNW-9, 81 pp., illus. Pacific Northwest Forest and Range Expt. Sta., Portland, Oregon.
- Mehren, G. L.
1963. Appraisal of cooperative marketing in the new era.
Calif. Citrograph 48: 231-232.
- Mueller, W. F.
1961. The role of mergers in the growth of agricultural cooperatives.
Calif. Agr. Expt. Sta. Bul. 777, 65 pp.
- Ohm, H.
1956. Member behavior and optimal pricing in marketing cooperatives. Jour. Farm Econ. 38: 613-621.
- Phillips, R.
1953. Economic nature of the cooperative association.
Jour. Farm Econ. 35: 74-87.
- Robinson, J. K.
1960. Inter-area grower co-operation for effective bargaining relationships with processors. Amer. Fruit Grower 80: 34-35.
- Robotka, F.
1947. Theory of cooperation.
Jour. Farm. Econ. 29: 94-114, 128-129.
- Roy, Ewell P.
1961. Economic potential for a state federated cooperative handling farm supplies. La. Agr. Expt. Sta. Cir. 299, 56 pp., illus.
- Rust, I. W.
1957. Coordinated marketing for processed fruits and vegetables. Farmer Co-op. Serv. Gen. Rpt. 33, 40 pp.
- Rust, I. W.
1957. Is coordinated marketing the answer for improving the competitive position of co-op fruit and vegetable processors? News Farmer Co-ops. 24 (4) : 8-9, illus.
- Samuels, Joseph K.
1962. Marketing strength.
News Farmer Co-ops 28 (10) : 10-11, illus.

- Samuels, Joseph K.
1962. Scanning the future.
News Farmer Co-ops. 29 (3): 13-14.
- Samuels, Joseph K., and Marten A. Abrahamsen.
1962. Milestone in cooperation.
U. S. Dept. Agr. Yearbook 1962: 498-500.
- Savage, Joseph K.
1959. Comments on The economic nature of the cooperative association, by R. Phillips. Jour. Farm Econ. 36: 529-534.
- Savage, Joseph K.
1959. Co-ops for special crops appraise tasks.
News Farmer Co-ops. 25 (10): 9, illus.
- Savage, Joseph K.
1960. Growth: challenge to special co-ops.
News Farmer Co-ops. 26 (10): 11, illus.
- Selby, H. W.
1946. Farmers' cooperatives as competitors.
Harvard Bus. Rev. 24: 215-227.
- Smith, S. R.
1962. Strong co-ops: a match for strong buying power.
Calif. Citrograph 47: 174-175.
- Stern, J. K.
1949. Unsettled questions relating to agricultural cooperation.
Jour. Farm Econ. 31: 567-576.
- Stridsberg, E.
1964. The problem: companies vs. farmers.
Norrlands SkogsvForb. Tidskr. 1: 65-140. (In Swedish.)
- Thompson, J. C.
1963. Organizational structure for a cooperative: economic considerations. Ga. Agr. Expt. Sta. Bul. 105, 39 pp.
- Townshend-Zellner, N.
1961. Effect of marketing orders on market structures and some consequent market developments. Jour. Farm Econ. 43: 1357-1368.
- Trifon, R.
1961. Economics of cooperative ventures; further comments.
Jour. Farm Econ. 43: 215-235.
- Ulrey, O.
1949. Unsettled questions relating to cooperatives and cooperation.
Jour. Farm Econ. 31: 577-579.
- United States Department of Agriculture.
1958. Contract farming and vertical integration in agriculture.
U. S. Dept. Agr. Inform. Bul. 198, 21 pp., illus.

- United States Farmer Cooperative Service.
1958-1959. *Cooperatives and agricultural integration — sections A, B, and C.* Farmer Co-op. Serv. Reprint 150, 36 pp.
- United States Farmer Cooperative Service.
1961. *Mergers for stronger cooperatives.* Farmer Co-op. Serv. Reprint 208, 24 pp.
- Venville, C. R. G.
1959. *The place of private forestry.* Victoria, Australia. Forest Comm. Forestry Tech. Paper 2: 3-7.
- Wallace, A. F.
1952. *Report and recommendations of a special committee set up to consider organized marketing and utilization of timber grown in Scotland.* Scot. Forestry 6 (3) : 90-96.
- Yoho, James G.
1961. *What the United States can learn.* In *Comparisons in Resource Management*: 74-87. Johns Hopkins Univ. Press, Baltimore.
- Young, C. E.
1956. *Effects of integrated utilization on the economics of timber use and timber growing.* Soc. Amer. Foresters Proc. 1955: 178-180.
- Zivnuska, J. A.
1956. *Economic effects of integrated utilization on Pacific Coast forest management: the challenge of the future.* Soc. Amer. Foresters Proc. 1955: 183-186.

Legislation and Other Legal Aspects

- Anonymous.
1956. *Forstwirtschaftliche Kleinwaldzusammenschlüsse.* (Associations of small forest owners.) Schriften des deutschen Forstwirtschaftsrates, Rheinbach bei Bonn, 95 pp.
- Anonymous.
1960. *Supreme court decision bars co-op monopoly.* Agr. Chemicals 15: 83.
- Anonymous.
1961. *California law protects cooperative members.* News Farmer Co-ops. 28 (9) : 22.
- Evans, Frank, and E. A. Stokdyk.
1937. *The law of agricultural cooperative marketing.* 648 pp. Lawyers Co-operative Pub. Co., Rochester, N. Y.
- Gray, A. W.
1960. *Supreme Court rules on issue of cooperatives and the anti-trust laws.* Amer. Milk Rev. 22:55.

- Hedges, H.
1949. Integrating economic and legal thought relating to agricultural cooperation. *Jour. Farm Econ.* 31: 908-916.
- Huber, A.
1945. Zur Geschichte des Art. 26 im Eidg. Forstgesetz vom 11. Oktober 1902. (The history of Art. 26 of the federal forest law of 11 October 1902). *Schweiz. Ztschr. Forstw.* 96: 147-157.
- Hulbert, L. S., and R. J. Mischler.
1958. Legal phases of farmer cooperatives. *Farmer Co-op. Serv. Bul.* 10, 376 pp.
- Mantel, K.
1955. Inhalt und rechtliche Form der forstlichen Zusammenschlüsse. (Associations of forest owners, their legal structure, and what they are.) *Forst-u. Holzw.* 10 (7): 131-135.
- Marsh, R. E.
1954. Public policy toward private forest land in Sweden, Norway, and Finland. 80 pp. Charles Lathrop Pack Forestry Found., Washington.
- Mischler, R. J.
1959. Review: Manual of cooperative law and practice, by B. J. Surridge and M. Digby. *Jour. Farm Econ.* 41: 463-464.
- Mischler, Raymond, and John F. Donoghue.
1961. State statutes authorizing assistance to farmer cooperatives. *Farmer Co-op. Serv. Inform. Bul.* 22, 22 pp.
- Mischler, Raymond J., and David Volkin.
1962. How the Revenue Act of 1962 affects farmer cooperatives. *Farmer Co-op. Serv. Gen. Rpt.* 105, 53 pp.
- Robotka, F.
1959. Capper-Volstead and the cooperatives. *Jour. Farm Econ.* 41: 1213-1223.
- United States Congress.
1941. A bill to authorize the Secretary of Agriculture to enter into cooperative agreements or leases with farmers in order to provide for the management of their forest lands and the marketing of their forest products in accordance with proper forestry and marketing practices, and for other purposes. 77th Congress, 1st Session, House Report 5666, 10 pp.

Marketing Methodology: Comparative Organizations

- Abrahamsen, Martin A.
1959. Integrated operations: Hamilton Farm Bureau Cooperative. *Farmers Co-op. Serv. Gen. Rpt.* 61, 22 pp.

- Abrahamsen, Martin A., and Russell C. Engberg.
 1958. Integrated and related operations—Central Carolina Farmers Exchange. Farmer Co-op. Serv. Gen. Rpt. 44, 31 pp.
- Bailey, John M., and Russell C. Engberg.
 1958. United Cooperative Farmers, Inc.: a study in economic integration. Farmer Co-op. Serv. Gen. Rpt. 45, 13 pp.
- Bain, Henry M.
 1956. Cooperatives market many special crops. Farmer Co-op. Serv. Reprint 4, 23 pp.
- Blum, Martin A.
 1960. Fresh fruit and vegetable marketing organizations in the Northeastern and Central States. Farmer Co-op. Serv. Gen. Rpt. 84, 63 pp.
- Byrne, Robert J.
 1950. Coordinating transportation improves marketing and purchasing for Minnesota Cooperatives. Farm Credit Admin. and Farmer Co-op. Serv. Bul. 57, 64 pp.
- Fox, R. L., and Randell, C. G.
 1951. Decentralized marketing by Producers Livestock Cooperative Association. Farm Credit Admin. and Farmer Co-op. Serv. Bul. 65, 152 pp.
- Fox, R. L.
 1961. Livestock marketing cooperatives in California. Farmer Co-op. Serv. Gen. Rpt. 98, 64 pp.
- Gessner, Anne L.
 1959. Integrated dairy operations through farmer cooperatives. Farmer Co-op. Serv. Gen. Rpt. 69, 39 pp.
- Gessner, Anne L., and J. Warren Mather.
 1959. Integrated petroleum operations through farmer cooperatives, 1950-1957. Farmer Co-op. Serv. Gen. Rpt. 58, 18 pp.
- Haas, John T., and Ira M. Stevens.
 1962. Feeder pig pooling improved marketing through grading and commingling. Farmer Co-op. Serv. Marketing Res. Rpt. 566, 59 pp.
- Henning, G. F., and R. E. Laubis.
 1961. Financial structure of agricultural business organizations. Ohio Agr. Expt. Sta. Res. Bul. 880, 54 pp.
- Hulbert, Helim H., Nelda, Griffin, and Kelsey B. Gardner.
 1957. Methods of financing farmer cooperatives. Farmer Co-op. Serv. Gen. Rpt. 32, 56 pp.
- Landis, Robert Edwin.
 1959. An analysis of the financial structure of agricultural cooperative business associations in Ohio and suggestions for improvement. Ph.D. dissertation, Ohio State Univ.

- Larsen, Willie G., and H. E. Erdman.
1959. Development of revolving finance in Sunkist growers.
Jour. Farm. Econ. 41: 769-780.
- McMillan, Wendell M.
1958. Fruit and vegetable bargaining co-ops.
Farmer Co-op. Serv. Cir. 25, 39 pp.
- Manuel, M. L., and F. M. Hyre.
1954. Kansas farmer cooperatives: organizational aspects.
Kansas Agr. Expt. Sta. Cir. 306, 40 pp.
- Markeson, Clyde B.
1959. Pooling and other grower payment methods as used by local fruit, vegetable, and tree nut cooperatives. Farmer Co-op. Serv. Gen. Rpt. 67, 44 pp.
- Markeson, Clyde B.
1963. Economic aspects of marketing Florida avacados.
Farmer Co-op Serv. Marketing Res. Rpt. 614, 46 pp.
- Mueller, W. F., and J. M. Tinley.
1958. Membership marketing contracts of agricultural cooperatives in California. Calif. Agr. Expt. Sta. Bul. 760, 63 pp.
- Osborne, Charles Z.
1960. Grand Island Citrus Co-op.: a story of successful vertical integration. News Farmer Co-op. 26 (11): 4, 17-18.
- Paulson, W. E.
1954. Business and financial analysis of local cooperative associations of Texas, 1949-50. Tex. Agr. Expt. Sta. Bul. 782, 14 pp.
- Retson, G. C., and V. A. Heighton.
1955. Farmers' experience in co-operative ownership of farm machinery in Nova Scotia. Econ. Annalist 25 (4): 83-85.
- Rust, I. W., and K. B. Gardner.
1960. Sunkist Growers, Inc.: a California adventure in agriculture cooperation. Farmer Coop., Serv. Cir. 27, 120 pp., illus.
- Sosmick, S. H.
1963. Optimal cooperative pools for California avacados.
Hilgardia 35 (4): 67-84.
- Stanton, Beryle E.
1964. Farmer cooperatives: farm business tools.
Farmer Co-op. Serv. Agr. Inform. Bul. 275, 58 pp., illus.
- Stevens, Ira M., and John T. Haas.
1961. Livestock pooling improved marketing through grading and commingling. Farmer Co-op. Serv. Marketing Res. Rpt. 510, 52 pp.

- Stevens, Ira M., and John T. Haas.
 1962. Feeder cattle pooling improved marketing through grading and commingling. Farmer Co-op. Serv. Marketing Res. Rpt. 565, 39 pp.
- United States Farmer Cooperative Service.
 1952. Grower attitudes toward marketing tobacco cooperatively. Farmer Co-op. Serv. Cir. 144, 54 pp.
- United States Soil Conservation Service.
 1943. Northern Great Plain Region: 25 examples of cooperative action in solving farm conservation problems. 27 pp. Lincoln, Nebraska.

Selected Management Practice and Problem References

- Anonymous.
 1955. Facts on how farmer cooperatives and their patrons are taxed. Natl. Council Farmer Co-ops. Misc. Pub., 23 pp.
- Anonymous.
 1958. Effective communications — core of co-op success. News Farmer Co-ops., 25 (1) : 28
- Abrahamsen, Martin A.
 1955. Making local co-ops financially sound. News Farmer Co-ops. 22 (3) : 4, illus.
- Anderson, W. A.
 1954. Lesson from Denmark for New York Cooperatives. N. Y. State Agr. Expt. Sta. Farm Res. 20: 6.
- Bailey, J. M., A. H. Pursell, and R. C. Engberg.
 1958. How cooperatives use credit agencies to meet patron's needs. Farmer Co-op. Serv. Gen. Rpt. 52, 11 pp.
- Beal, G. M.
 1954. Review of: Implications for American cooperatives from Danish membership experience, by W. S. Folkman. Rural Sociol. 19: 217-218.
- Brown, E. J., and R. C. Bealer.
 1959. Members differ in expectations from farm cooperatives. Science for the Farmer. 7: 10. Pa. Agr. Expt. Sta.
- Copp, J. H., and I. W. Rust.
 1962. Exploring communication processes in a farmer cooperative case study. Rural Sociol. 27: 230.
- Cox, R.
 1956. Three-in-one marketing. Harvard Bus. Rev., 34 (1) : 61.

- Erdman, H. E., and J. M. Tinley.
 1957. Principles of cooperation and their relation to success or failure. Calif. Agr. Expt. Sta. Bul. 758, 32 pp., illus.
- Gardner, Kelsey B.
 1963. Managing farmer cooperatives.
 Farmer Co-op Serv. Educ. Cir. 17, 15 pp.
- Godwin, M. R.
 1956. Research on improved merchandising of agricultural products. Jour. Farm Econ. 38: 1346-1353, 1360-1362.
- Guthmann, H. G.
 1951. Competition from tax-exempt business.
 Jour. Finance 6:161-186.
- Hall, D. M.
 1961. Viewpoints vary on co-op goals.
 News Farmer Co-op. 28 (7) : 10.
- Jarrett, Henry.
 1961. Comparisons in resource management.
 271 pp., illus. Johns Hopkins Univ. Press, Baltimore.
- Jones, J. B.
 1953. Case histories show reasons for failures.
 News Farmer Co-ops 20 (5) : 6.
- Knapp, Joseph G.
 1956. Marketing cooperatives must be of adequate size.
 News Farmer Co-ops. 23 (4) : 8.
- LeBeau, Oscar R.
 1960. Membership practices of local co-ops.
 Farmer Co-op Serv. Gen. Rpt. 81, 26 pp.
- Markeson, Clyde B.
 1960. Co-op grower payment methods in a changing market.
 News Farmer Co-ops. 26 (11) : 5, illus.
- Mather, J. W., and S. F. Krause.
 1961. Steps in merging cooperatives.
 News Farmer Co-op. 28 (2) : 3-4.
- Miller, R. W., and A. L. Jensen.
 1947. Failures of farmers cooperatives.
 Harvard Business Rev. 25 (2) : 213-226.
- Mueller, W. F., and J. M. Tinley.
 1957. Use of marketing contracts.
 Calif. Agr. Expt. Sta., Calif. Agr. 11:2.
- Rust, Irwin, W.
 1961. Providing equitable treatment for large and small members.
 Farmer Co-op Serv. Information Bul. 21, 15 pp.

- Samuels, J. K.
1956. **Meeting major co-op management problems.**
News Farmer Co-ops. 23 (3) : 4-5.
- Sanders, S. D.
1949. **Organizing a farmers' cooperative.**
U. S. Farm Credit Admin. Cir. C-108, 44 pp.
- Schaars, M. A.
1963. **Farmer cooperatives: a look at principles.**
News Farmer Co-ops. 30 (1) : 8.
- Schaars, M. A.
1963. **Farmer cooperatives: what they are and what they are not.**
News Farmer Co-ops. 29 (12) : 7-8, illus.
- Siegel, William C.
1962. **Federal Land Bank timber loans in the midsouth.**
U. S. Forest Serv. South. Forest Expt. Sta., Sta. Paper 194,
15 pp., illus.
- Sorenson, V. L.
1955. **Long range financial planning by local farmers' cooperatives.**
Mich. Agr. Expt. Sta. Bul. 398, 25 pp.
- Stern, J. K., and H. F. Doran.
1948. **Farmers' support of cooperatives.**
Pa. Agr. Expt. Sta. Bul. 505, 41 pp.
- United States Farmer Cooperative Service.
1953. **Good management — key to co-op success.**
Farmer Co-op. Serv. Reprint 52, 24 pp.
- United States Farmer Cooperative Service.
1955. **Member participation . . . what, how, and why?**
Farmer Co-op. Serv. Rpt. 103, 8 pp.
- United States Farmer Cooperative Service.
1957. **Cooperative yardsticks.**
Farmer Co-op. Serv. Reprint 128, 8 pp.
- United States Farmer Cooperative Service.
1957. **Financing farmer cooperatives.**
Farmer Co-op. Serv. Cir. 5, 13 pp.
- United States Farmer Cooperative Service.
1957. **Some reasons why farmer co-ops fail.**
Farmer Co-op Serv. Rpt. 149, 12 pp.
- United States Farm Credit Administration.
1961. **Recent developments in timber financing in the cooperative
farm credit system.** Farm Credit Admin. Misc. Pub., 13 pp.
- Wakeley, R. E.
1957. **Sociological research on farmers' organizations and agricul-
tural cooperatives.** Rural Sociol. 22: 274-280.

Statistical Summaries and Growth Trends

David, S. E., and C. A. Becker.

1962. Farmer cooperatives in Pennsylvania: summary and trends in the business activities of marketing, purchasing, and service cooperatives. Pa. Agr. Expt. Sta. Dept. Agr. Econ. & Rural Socio. Rpt. 37, 7 pp.

DeLoach, D. B.

1962. Growth of farmer cooperatives; obstacles and opportunities. Jour. Farm Econ. 44: 489-505.

Elsworth, R. H.

1924. Development and present status of farmers' cooperative business organizations. U. S. Dept. Agr. Bul. 1302, 76 pp.

Elsworth, R. H.

1928. Agricultural cooperative associations, marketing and purchasing, 1925. U. S. Dept. Agr. Tech. Bul. 40, 97 pp.

Elsworth, R. H.

1930. Cooperative marketing and purchasing, 1920-30. U. S. Dept. Agr. Cir. 121, 55 pp.

Elsworth, R. H.

1936. Statistics of farmers' cooperative business organizations, 1920-1935. Farm Credit Admin. Bul. 6, 129 pp.

Erdman, H. E.

1950. Trends on cooperative expansion: 1900-50. Jour. Farm Econ. 32: 1019-1030, 1060-1062.

Gardner, Kelsey B., and Anne L. Gessner.

1963. Trends in growth of farmer cooperatives: 1950-60. Farmer Co-op. Serv. Gen. Rpt. 110, 24 pp.

Gessner, Anne L.

1961. New cooperatives for new times. News Farmer Co-ops. 27 (10): 21, illus.

Gessner, Anne L.

1962. Statistics of farmer cooperatives: 1959-60. Farmer Co-op. Serv. Gen. Rpt. 103, 81 pp.

Gessner, Anne L.

1963. Statistics of farmer cooperatives: 1960-61. Farmer Co-op. Serv. Gen. Rpt. 112, 76 pp.

United States Farm Credit Administration. Cooperative Division.

1938. **A statistical handbook of farmers' cooperatives.**
Farm Credit Admin. Bul. 26, 334 pp., illus.

United States Farmer Cooperative Service.

1955. **Farmer cooperatives in the United States.**
Farmer Co-op. Serv. Bul. 1, 254 pp.

United States Farmer Cooperatives Service.

1963. **Cooperative growth trends.**
Farmer Co-op. Serv. Gen. Rpt. 110, 24 pp.