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ABSTRACT: Detailed estimates of the major costs of merchandising U.S. cotton during the 1974/75 season are presented. The weighted average cost of assembling and distributing to all domestic and foreign outlets was \$38.63 per bale, up 43 percent from 1972/73. Costs were developed from each of four regions to ten outlets. Also, costs were developed from major market trading areas to specific domestic and foreign market outlets.

KEYWORDS: Cotton, shippers, marketing, costs.

INTRODUCTION

The movement of raw cotton from farms to domestic textile mills and foreign ports requires numerous marketing functions and many physical activities. These functions and activities provide the vital link between the cotton producer and the cotton consumer. Costs associated with these movements are substantial and are of concern to both the producer and user of raw cotton. Despite some cost reductions in the marketing system, merchandising costs continue to increase and represent more than half of the total spread between the farm value of cotton and the value or price delivered to textile mills. Furthermore, the level of off-farm costs is generally above that of our major foreign competitors, thereby enabling them to compete more effectively with U.S. cotton in the world market.

This report provides estimates of cotton merchandising costs from major U.S. production areas to selected domestic and foreign outlets for the 1974/75 season. Similar estimates have been made periodically, the last for the 1972/73 season.¹ These and other related data are used for measuring changes in marketing costs, analyzing various means of increasing cotton marketing efficiencies, and evaluating the effectiveness of existing and proposed policies and programs relating to the total U.S. fiber system.

METHODOLOGY

The results presented here are based on analyses of data obtained from a sample of cotton ship-

pers located in each of four regions who have merchandising operations in the 12 major market trading areas across the Cotton Belt. Cotton shippers, as defined and used in this study, are firms which usually purchase odd lots of cotton, assemble and sell it in even running lots, and either perform or arrange the various other merchandising services or operations involved in marketing cotton to domestic and foreign outlets. The firms included in this survey were primarily shippers, but many also merchandised some of their cotton in another manner. Data collected and reported on marketing costs, however, relate only to costs associated with shipper operations.

The sample was selected from the shippers who participated in the 1972/73 study. Personal interviews were held with each shipper to obtain merchandising cost and volume information for both domestic and foreign shipments in 1974/75. The shippers interviewed handled approximately 50 percent of all cotton marketed in the U.S. during the 1974/75 season. Information was also obtained from each firm on its methods of purchase and sale. From this information, weighted average purchases, sales, and merchandising costs were computed by trading area, region, and for the United States.

COST ITEMS, REGIONS, AND TRADING AREAS

Costs for which data were collected are shown below. These items represent costs or expenses which normally would be expected for firms merchandising U.S. cotton.

1. *Buying and local delivery*—Commissions or comparable direct buying costs and local delivery expenses.

¹Chandler, Whitman M., Jr. and Edward H. Glade, Jr., "Shippers' Cost of Merchandising U.S. Cotton, 1972/73 Season." U.S. Dept. Agr. Econ. Res. Ser., AER No. 317, October 1975.

2. *Storage*—Cost associated only with the storing of cotton at warehouses and compresses.

3. *Compression*—Cost associated with the compressing of cotton to standard density, high density, or universal density.

4. *Other warehouse services*—Receiving, out-handling, reweighing, resampling, and other special services.

5. *Transportation*—Domestic freight, ocean freight, and for some areas, wharfage, forwarding, and controlling.

6. *Cotton insurance*—Cost for domestic and marine insurance.

7. *Financing*—Interest, hedging, and exchange fees.

8. *Selling*—Commissions or comparable direct selling costs.

9. *Miscellaneous*—Rejection and quality adjustments on sales, bad debts, and fiber test fees.

10. *Overhead*—Operating expenses not included elsewhere.

The costs and related volume data were tabulated for the four geographic cotton producing regions and for three market trading areas in each region. These regions and areas are:

Region	States	Trading Area
Southeast	Alabama, Georgia, North Carolina, South Carolina	Atlanta, Greenville-Augusta Montgomery
South Central	Arkansas, Louisiana, Mississippi, Tennessee	Memphis Little Rock Greenwood
Southwest	Oklahoma and Texas (except District 6)	Dallas Houston-Galveston Lubbock
West	Arizona, California, Texas District 6	El Paso Fresno-Bakersfield Phoenix

DISTRIBUTION OF SHIPMENTS

In the Southeast region, more than 89 percent of the cotton merchandised by the firms interviewed in 1974/75 was delivered to Group 201 mills (table-1). Group 201 mills represent the primary mill locations in the western half of North and South Carolina. South Central shippers, much like those in the Southeast, merchandised primarily to Group-201 mills. Shipments to this outlet amounted to 40 percent of the volume handled by South Central firms. In the Southwest, about 25 percent of shipments went to Alabama-Georgia mills while over 36 percent of shipments handled by merchants in the West region went to Japan.

Further examination of the data in table 1 shows that a greater percentage of cotton was sold to domestic outlets in 1974/75 than in 1972/73 but considerably less than in 1964/65. The percentage

of sales to Group 201 mills was less, but sales to Group 200 mills (eastern half of North and South Carolina) and Alabama-Georgia mills increased.

Japan was the major foreign outlet for U.S. cotton in 1974/75. This continues the trend of the previous 2 periods. However, Japan's share of the export market has declined during this time, particularly in shipments from Southwest merchants. Their shipments to "other foreign," primarily to Taiwan and the Philippines, accounted for more than 23 percent of the cotton merchandised.

NATIONAL AVERAGE COSTS

The national average merchandising cost for shippers selling cotton to domestic and foreign outlets combined was \$38.63 per bale for the 1974/75 season, up from \$26.98 per bale in 1972/73 (table-2). With the exception of storage and selling commission, all cost categories increased between 1972/73 and 1974/75. Transportation cost increased more than 60 percent and costs for warehouse services, excluding storage and compression, more than doubled. Storage costs declined primarily because of shorter storage periods, but costs per month increased.

Transportation, the largest cost item, was \$21.09 per bale to all outlets combined or about 55 percent of the total costs in 1974/75. Compression accounted for 9 percent of the total while other warehouse services and financing each accounted for over 8 percent. Storage cost and selling expense declined about 15 percent and 8 percent, respectively.

The average cost to merchandise a bale of cotton to all domestic outlets combined was \$24.14 for the 1974/75 season. This is an increase of 23 percent or \$4.57 over the cost for the 1972/73 season. Again, transportation was the largest cost item at \$7.56, an increase of 10 percent over 1972/73. Transportation accounted for 31 percent of the total cost while compression represented 14 percent of the total. Other warehouse services and financing costs each accounted for 13 percent of total cost. With the exception of an insignificant movement to "other domestic" outlets, shipments to New England mills have the highest average cost for any domestic outlet—\$28.49. The average cost for shipments to Group 201 mills, accounting for 58 percent of total domestic movements, was \$23.94 per bale.

The impact of transportation costs on foreign shipments was much greater than on domestic shipments in 1974/75. This cost of \$36.42 was 66 percent of the average total cost of \$55.05 for foreign movements. Total merchandising costs for foreign shipments were \$30.91 higher than for domestic shipments with most of the difference in

Table 1—Shipments of cotton to specified outlets by region and United States, 1964/65, 1972/73 and 1974/75 seasons¹

Outlet	Region				United States
	Southeast	South Central	Southwest	West	
	Percent	Percent	Percent	Percent	Percent
	1974/1975				
Group 201 mills	89.4	40.2	12.7	23.3	31.5
Group 200 mills	9.5	14.0	4.9	3.4	9.7
New England mills	---	.8	.6	---	.5
Alabama-Georgia mills	1.1	10.9	24.5	.4	11.7
Other domestic	---	---	.7	1.5	.5
Total domestic	100.0	65.9	43.4	28.6	53.9
Japan	---	16.5	7.9	36.5	18.2
Korea	---	6.7	12.3	11.2	8.8
Hong Kong	---	1.2	6.6	2.0	2.6
Europe	---	4.8	6.5	5.7	5.3
Other foreign	---	4.9	23.3	16.0	11.2
Total foreign	---	34.1	56.6	71.4	46.1
All outlets	100.0	100.0	100.0	100.0	100.0
	1972/73				
Group 201 mills	68.3	45.5	14.3	39.6	36.4
Group 200 mills	6.4	8.6	.5	.2	3.7
New England mills	---	.4	.7	.1	.4
Alabama-Georgia mills	25.3	13.9	9.4	1.7	9.1
Other domestic	---	.4	1.5	1.5	1.0
Total domestic	100.0	68.8	26.4	43.1	50.6
Japan	---	17.3	27.7	45.5	28.6
Korea	---	2.3	6.7	1.3	3.0
Hong Kong	---	.1	8.1	1.0	2.5
Europe	---	10.6	7.2	6.1	7.9
Other foreign	---	.9	23.9	3.0	7.4
Total foreign	---	31.2	73.6	56.9	49.4
All outlets	100.0	100.0	100.0	100.0	100.0
	1964/65				
Group 201 mills	28.0	45.5	5.7	59.0	31.2
Group 200 mills	8.0	12.0	3.7	1.4	6.2
New England mills	---	2.5	1.4	2.6	1.8
Alabama-Georgia mills	64.0	17.8	20.8	4.5	21.5
Other domestic	---	---	3.3	2.0	1.7
Total domestic	100.0	77.8	34.9	69.5	62.4
Japan	---	2.1	27.0	8.9	12.7
Korea	---	(²)	(²)	(²)	(²)
Hong Kong	---	(²)	(²)	(²)	(²)
Europe	---	8.6	21.5	7.8	12.3
Other foreign	---	11.5	16.6	13.8	12.6
Total foreign	---	22.2	65.1	30.5	37.6
All outlets	100.0	100.0	100.0	100.0	100.0

¹ 1964/65 data from *Shippers' Services and Costs in Marketing United States Cotton*, Cotton Economic Research, The University of Texas, May 1967. 1972/73 data from *Shippers'*

Cost of Merchandising U.S. Cotton, 1972/73 Season, Economic Research Service, U.S. Department of Agriculture, October 1975. ² Included in "Other foreign."

Table 2—Shippers average cost per bale of assembling and distributing United States cotton, by types of costs and outlets, 1974/75 season

Outlet to which shipped	Buying and local delivery ¹	Storage	Compression	Other warehouse services ²	Transportation ³	Cotton insurance ⁴	Financing ⁵	Selling ⁶	Misc. ⁷	Overhead ⁸	Total ⁹
	Dollars	Dollars	Dollars	Dollars	Dollars	Dollars	Dollars	Dollars	Dollars	Dollars	Dollars
United States:											
Group 201 mills	1.07	1.71	3.40	3.25	7.54	0.23	3.11	0.85	0.50	2.27	23.94
Group 200 mills	1.00	1.55	3.50	3.39	8.12	.24	3.13	.86	.49	2.22	24.50
New England mills .....	.92	2.41	3.69	3.06	10.74	.24	3.87	.69	.37	2.51	28.49
Alabama and Georgia mills	1.08	1.40	3.57	3.32	7.07	.24	3.07	.90	.46	2.83	23.93
Other domestic	1.09	3.11	3.34	2.78	8.15	.34	7.95	1.68	.19	3.24	31.86
Total domestic	1.06	1.63	3.45	3.28	7.56	.24	3.16	.87	.49	2.40	24.14
Japan	1.24	1.56	3.49	3.02	36.04	1.88	2.88	.76	.41	2.31	53.59
Korea	1.10	1.52	3.65	3.19	37.52	1.78	3.12	1.12	.44	2.47	55.91
Hong Kong	1.24	1.67	3.86	3.29	38.50	1.70	3.29	.69	.20	2.51	56.94
Europe	1.10	1.68	3.67	3.26	32.28	1.80	3.42	1.09	.37	2.60	51.26
Other foreign	1.37	1.91	3.83	3.34	37.64	1.93	3.64	1.21	.32	2.90	58.09
Total foreign	1.23	1.66	3.64	3.18	36.42	1.85	3.20	.97	.38	2.53	55.05
All outlets	1.14	1.64	3.54	3.23	21.09	1.00	3.17	.92	.44	2.46	38.63

¹ Commissions or comparable direct buying costs and local delivering expenses. ² Receiving and outlanding and reweighing, resampling and other special services performed. ³ Domestic freight, ocean freight

and, for some areas, wharfage, forwarding and controlling. ⁴ Marine and domestic insurance. ⁵ Includes hedging, interest and exchange. ⁶ Commissions or comparable direct selling costs. ⁷ Rejections and quali-

ty adjustments on sales, bad debts and fiber test fees. ⁸ Operating expenses not included elsewhere. ⁹ Excludes operating margins. Totals may not always add, due to rounding.

higher transportation cost. It is evident that cotton merchants must seek relief from high ocean freight rates if merchandising costs to foreign outlets are to be reduced.

REGIONAL AND TRADING AREA COSTS

Marketing costs vary between regions, reflecting actual differences in costs or expenses incurred and in market structures and practices. In the 1974/75 season, the weighted average cost to merchandise a bale of cotton to all outlets varied from \$46.94 in the West to \$11.53 in the Southeast (table 3). The lack of foreign shipments out of the Southeast was primarily responsible for the lower combined costs in that region. Also, there are no compression charges on much of the Southeast cotton and domestic transportation costs are lower than in other regions.

The West had the highest merchandising cost for domestic shipments among the four regions. As noted previously, over 23 percent of all shipments from that region were to Group 201 mills resulting in higher transportation costs. Average transportation costs increased significantly over 1972/73 in all regions except in the Southeast where a slight decrease was noted. Total costs for the Southeast in 1974/75 averaged almost 24 percent lower than in 1972/73 as sample firms interviewed were located closer to textile mills resulting in lower costs for transportation, storage, and financing. In the South Central region, the average total cost to merchandise a bale of cotton to all domestic outlets increased 23 percent from 1972/73, 42 percent in the Southwest, and 37 percent in the West. Higher compression charges, other ware-

house services, and transportation accounted for most of these increases.

The Southwest had the highest total per bale cost for foreign shipments—\$60.21—almost 65 percent of which was cost of transportation. Transportation also represented 65 percent of the total foreign cost of \$53.21 from the West and 68 percent of the total foreign cost of \$52.88 from the South Central. Substantial increases were also noted in compression, other warehouse services, and finance charges.

Costs for assembling and distributing a bale of cotton from each region to specific domestic and foreign outlets are shown in table 4. From the South Central region, for example, the cost of merchandising a bale of cotton to Japan was \$52.93 and to Europe it was \$47.59. It was more expensive to merchandise a bale of cotton to Europe from the Western region than to any other outlet. Comparisons may be made of the data in this table with those in table 2 showing the U.S. average costs to each domestic and foreign outlet.

Merchandising costs from selected trading areas within regions to selected market outlets are shown in table 5. These data show the actual costs, by item, of selling and moving cotton from these major trading areas. Comparisons may be made of the cost items between trading areas as well as with the national and regional average costs in tables 2 and 4, respectively. One comparison indicates that trading area costs in the Southwest and Western regions were generally above the national average, while those for South Central trading areas were below the national average. Differences in cost between these trading areas were due primarily to lower transportation and finance charges in the South Central region.

Table 3—Shippers' average cost per bale of merchandising United States cotton to domestic and foreign outlets and all outlets combined, by types of costs and regions, 1974/75 season

Region Cost Item	Southeast			South Central			South West			West			United States		
	Do- mestic	For- eign	All	Do- mestic	For- eign	All	Do- mestic	For- eign	All	Do- mestic	For- eign	All	Do- mestic	For- eign	All
	Dol.	Dol.	Dol.	Dol.	Dol.	Dol.	Dol.	Dol.	Dol.	Dol.	Dol.	Dol.	Dol.	Dol.	Dol.
Buying and local delivery ¹	0.79	---	0.79	1.04	1.10	1.06	1.22	1.32	1.28	0.98	1.31	1.22	1.06	1.23	1.14
Storage	1.89	---	1.89	1.54	1.60	1.56	1.60	1.56	1.58	2.14	1.82	1.91	1.63	1.66	1.64
Compression	---	---	---	3.66	3.55	3.62	3.53	3.89	3.73	3.30	3.54	3.47	3.45	3.64	3.54
Other warehouse services ²	1.53	---	1.53	3.43	3.02	3.29	3.48	3.60	3.55	2.66	2.99	2.89	3.28	3.18	3.23
Transportation ³	2.67	---	2.67	6.55	35.96	16.90	8.70	39.01	25.88	13.43	34.67	28.59	7.56	36.42	21.09
Cotton insurance ⁴ .....	.15	---	.15	.22	1.59	.71	.27	1.74	1.10	.30	2.30	1.73	.24	1.85	1.00
Financing ⁵	1.90	---	1.90	2.80	2.83	2.81	3.75	3.57	3.65	4.73	3.33	3.73	3.16	3.20	3.17
Selling ⁶ .....	.55	---	.55	.81	.81	.81	1.05	1.64	1.38	1.00	.58	.70	.87	.97	.92
Miscellaneous ⁷ .....	.17	---	.17	.59	.43	.53	.36	.33	.34	.20	.36	.31	.49	.38	.44
Overhead ⁸	1.86	---	1.86	2.16	1.97	2.09	3.29	3.55	3.44	2.53	2.32	2.38	2.40	2.53	2.46
Total ⁹	11.53	---	11.53	22.80	52.88	33.38	27.23	60.21	45.93	31.27	53.21	46.94	24.14	55.05	38.63

¹ Commissions or comparable direct buying costs and local delivering expenses. ² Receiving and outlanding and reweighing, resampling and other special services performed. ³ Domestic freight, ocean freight and, for some areas, wharfage, forwarding and controlling. ⁴ Marine and domestic insurance. ⁵ Includes

hedging, interest and exchange. ⁶ Commissions or comparable direct selling costs. ⁷ Rejections and quality adjustments on sales, bad debts and fiber test fees. ⁸ Operating expenses not included elsewhere. ⁹ Excludes operating margins. Totals may not always add, due to rounding.

Table 4—Shippers' average cost per bale of assembling and distributing United States cotton, by regions and outlets 1974/75 season

Region where purchased	Outlet to which shipped		Buying and local delivery	Storage	Compression	Other warehouse services	Transportation ³	Cotton insurance ⁴	Finag- cing	Selling ⁶	Misc. ⁷	Overhead ⁸	Total ⁹
	Dollars	Dollars											
Southeast region:	Group 201 mills	1.91	1.47	2.56	0.16	1.77	0.55	1.93	11.34				
	Group 200 mills	.56	2.22	3.29	.06	3.21	.56	1.17	12.90				
	Alabama and Georgia mills	1.00	2.00	6.20	.15	1.70	1.00	2.50	15.05				
	All outlets	.79	1.53	2.67	.15	1.90	.55	1.86	11.53				
	South Central region:												
Group 201 mills	1.05	3.48	6.49	.22	2.84	.84	2.13	22.94					
Group 200 mills	1.00	3.46	7.40	.24	2.73	.78	2.05	23.28					
New England mills	1.02	2.98	10.29	.24	3.79	.54	2.47	27.99					
Alabama and Georgia mills	1.07	3.23	5.66	.24	2.64	.79	2.33	21.42					
Total domestic	1.04	3.43	6.55	.22	2.80	.81	2.16	22.80					
Japan	1.14	2.95	36.84	1.51	2.57	.87	1.80	52.93					
	1.15	2.86	36.85	1.70	2.89	.81	2.06	54.02					
	1.10	3.31	36.49	1.80	3.54	.56	2.19	55.31					
	1.06	3.24	30.59	1.50	2.80	.81	2.07	47.59					
	Other foreign	.97	3.19	36.92	1.76	3.48	.64	2.28	55.69				
Total foreign	1.10	3.02	35.96	1.59	2.83	.81	1.97	52.88					
All outlets	1.06	3.29	16.90	.71	2.81	.81	2.09	33.38					
Southwest region:	Group 201 mills	1.50	3.55	8.87	0.31	3.99	1.04	3.22	28.01				
	Group 200 mills	1.14	3.50	9.45	.26	4.11	1.07	3.12	28.31				
	New England mills	.57	3.35	12.26	.21	4.12	1.19	2.71	30.19				
	Alabama and Georgia mills	1.10	3.53	8.50	.22	3.50	.99	3.37	26.56				
	Other domestic	1.25	3.50	4.75	.15	5.00	2.00	3.30	26.63				
Total domestic	1.22	3.48	8.70	.27	3.75	1.05	3.29	27.23					
Japan	1.09	3.67	39.84	1.94	2.34	.93	4.75	59.26					
	1.22	3.63	36.7	1.56	3.83	.51	3.35	61.52					
	1.39	4.01	40.21	1.44	3.03	.76	2.67	58.82					
	1.26	3.81	30.84	1.82	4.11	1.86	3.55	53.30					
	Other foreign	1.57	4.08	39.89	1.83	3.85	1.89	3.51	62.18				
Total foreign	1.32	3.89	39.01	1.74	3.57	1.64	3.55	60.21					
All outlets	1.28	3.73	25.88	1.10	3.65	1.38	3.44	45.93					
Western region:	Group 201 mills	1.00	3.28	13.61	.29	4.37	.94	2.49	30.92				
	Group 200 mills	.84	3.39	13.62	.31	5.07	1.24	2.54	32.15				
	Alabama and Georgia mills	.85	3.50	14.43	.15	4.22	1.00	2.00	30.88				
	Other domestic	1.00	3.25	10.00	.45	9.55	1.50	3.20	34.70				
	Total domestic	.98	3.30	13.43	.30	4.73	1.00	2.53	31.27				
Japan	1.39	3.03	34.11	2.32	3.40	.59	2.32	53.00					
	1.12	3.11	35.22	2.17	2.61	.53	2.02	51.92					
	1.15	3.50	33.54	2.52	3.84	.67	2.42	52.67					
	1.09	3.52	38.06	2.46	3.94	.28	2.55	57.02					
	Other foreign	1.37	3.48	34.48	2.25	3.41	.55	2.41	53.30				
Total foreign	1.31	3.54	34.67	2.30	3.33	.58	2.32	53.21					
All outlets	1.22	3.47	28.59	1.73	3.73	.70	2.38	46.94					

¹ Commissions or comparable direct buying costs and local delivering expenses. ² Receiving and out-putting and reweighing, resampling and other special services performed. ³ Domestic freight, ocean freight

and, for some areas, wharfage, forwarding and control-ling. ⁴ Marine and domestic insurance. ⁵ Includes hedging, interest and exchange. ⁶ Commissions or comparable direct selling costs. ⁷ Rejections and qual-

ity adjustments on sales, bad debts and fiber test fees. ⁸ Operating expenses not included elsewhere. ⁹ Excludes operating margins. Totals may not always add, due to rounding.

Table 5—Shippers' average cost per bale of merchandising United States cotton from major trading areas to selected domestic and foreign outlets, 1974/75 season

Trading area where purchased	Outlet to which shipped										Total ⁹	
	Buying and local delivery ¹	Storage	Compression	Other warehouse services ²	Transportation ³	Cotton insurance ⁴	Financing ⁵	Selling ⁶	Misc. ⁷	Overhead ⁸		Dollars
Memphis area:												
Group 201 mills	1.01	1.43	3.68	3.59	6.17	0.22	2.71	0.79	0.63	2.10	22.34	
Group 200 mills .....	.97	1.32	3.67	3.54	7.22	.24	2.70	.80	.55	2.15	23.17
Alabama and Georgia mills ..	1.03	1.22	3.64	3.28	5.57	.25	2.60	.79	.51	2.25	21.14	
Japan	1.09	1.40	3.64	3.06	36.87	1.60	2.72	.85	.41	2.09	53.73	
Korea	1.15	1.53	3.71	2.82	36.74	1.77	2.89	.83	.47	2.18	54.11	
Europe	1.00	1.45	3.72	3.33	30.75	1.52	2.80	.82	.34	2.20	47.93	
Greenwood area:												
Group 201 mills	1.07	1.59	3.65	3.41	6.58	.22	2.81	.85	.61	2.17	22.96	
Group 200 mills	1.04	1.41	3.57	3.37	7.42	.23	2.66	.78	.56	1.98	23.02	
Alabama and Georgia mills ..	1.11	1.29	3.59	3.12	5.66	.23	2.58	.80	.52	2.42	21.32	
Japan	1.18	1.27	3.34	2.88	36.62	1.46	2.43	.91	.46	1.68	52.24	
Korea	1.17	1.49	3.57	2.83	36.70	1.65	2.75	.85	.47	1.99	53.46	
Europe	1.11	1.43	3.61	3.15	30.28	1.45	2.69	.84	.38	1.99	46.94	
Dallas area:												
Group 201 mills	1.49	2.12	3.50	3.65	8.01	.36	4.80	1.04	.21	2.93	28.10	
Group 200 mills	1.13	1.90	3.50	3.34	8.74	.29	4.43	1.09	.37	2.88	27.67	
Alabama and Georgia mills ..	1.13	2.00	3.50	3.73	7.52	.30	4.60	1.12	.35	2.80	27.04	
Japan	1.51	2.25	4.42	3.83	38.48	1.88	4.56	1.17	.10	3.65	61.85	
Korea .....	.83	1.90	3.78	3.79	39.25	1.55	4.40	2.12	.45	2.75	60.81
Europe	1.28	2.07	4.13	3.76	29.88	1.74	4.69	1.69	.28	2.89	52.40	
Lubbock area:												
Group 201 mills	1.48	1.55	3.54	3.50	9.26	.29	3.63	1.05	.30	3.34	27.93	
Group 200 mills	1.11	1.67	3.50	3.50	9.79	.24	3.91	1.06	.46	3.22	28.45	
Alabama and Georgia mills ..	1.07	1.33	3.54	3.35	8.75	.23	3.21	.99	.42	3.52	26.42	
Japan	1.07	.89	3.63	3.32	39.99	1.95	2.21	.92	.42	4.84	59.24	
Korea	1.00	1.68	3.60	3.68	40.49	1.58	3.73	1.98	.53	3.45	61.72	
Europe	1.23	1.77	3.71	3.72	31.34	1.84	3.92	1.91	.51	3.73	53.69	
Phoenix area:												
Group 201 mills	1.30	1.97	3.46	3.17	13.22	.25	3.74	.98	.23	2.28	30.61	
Group 200 mills .....	.64	1.55	3.50	3.17	14.42	.27	3.14	1.15	.07	2.31	30.23
Alabama and Georgia mills ..	.85	1.40	3.50	2.90	14.15	.15	4.30	1.00	.10	2.00	30.35	
Japan	1.73	1.94	3.57	3.46	34.02	2.17	3.10	.52	.32	2.25	53.07	
Korea	1.21	1.02	3.74	3.22	35.15	2.00	2.40	.50	.30	2.00	51.55	
Europe	1.39	1.88	3.50	3.32	37.39	2.13	3.18	.55	.21	2.45	56.00	
Frenso-Bakersfield area:												
Group 201 mills .....	.83	1.81	3.19	2.44	14.51	.28	3.52	.77	.25	2.44	30.04
Group 200 mills .....	.92	1.66	3.38	3.12	14.67	.24	3.37	1.12	.19	2.24	30.92
Alabama and Georgia mills ..	.85	1.90	3.50	3.00	14.65	.15	4.15	1.00	.10	2.00	31.30	
Japan	1.12	1.85	3.49	2.67	34.22	2.46	3.29	.55	.44	2.33	52.43	
Korea	1.09	1.08	3.73	2.99	35.31	2.41	2.55	.49	.29	2.00	51.93	
Europe .....	.78	1.54	3.57	2.37	38.70	2.67	3.53	.61	.32	2.50	56.58

¹ Commissions or comparable direct buying costs and local delivering expenses. ² Receiving and outlanding and reweighing, resampling and other special services performed. ³ Domestic freight, ocean freight and, for some areas, wharfage, forwarding and controlling. ⁴ Marine and domestic insurance. ⁵ Includes hedging, interest and exchange. ⁶ Commissions or comparable direct selling costs. ⁷ Rejections and quality adjustments on sales, bad debts and fiber test fees. ⁸ Operating expenses not included elsewhere. ⁹ Excludes operating margins. Totals may not always add, due to rounding.

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