

**UNITED STATES TARIFF COMMISSION**

**SAFETY PINS**

**Report to the President (1962)  
Under Executive Order 10401  
and Section 351(d)(1) of the  
Trade Expansion Act of 1962**



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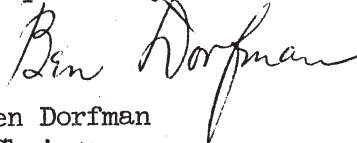
December 31, 1962

Dear Mr. President:

I have the honor to transmit the U.S. Tariff Commission's fourth report under paragraph 1 of Executive Order 10401 with regard to developments in the trade in safety pins since the modification by Proclamation No. 3212 of the tariff concession granted thereon in the General Agreement on Tariffs and Trade. The modification of the concession became effective after the close of business on December 30, 1957. This report is also a report to the President for the purpose of section 351(d)(1) of the Trade Expansion Act of 1962.

The Commission is of the view that developments in the trade in safety pins do not indicate such a change in the competitive situation as to warrant institution at this time of a formal investigation under the provisions of paragraph 2 of Executive Order 10401 or any action under section 351(d)(2)(5) of the Trade Expansion Act of 1962.

Respectfully,

  
Ben Dorfman  
Chairman

Enclosure

The President

The White House

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(TC28100)

## SAFETY PINS

Report to the President Under Paragraph 1 of Executive Order 10401 and  
Section 351(d)(1) of the Trade Expansion Act of 1962 on Developments  
in the Trade in Safety Pins

### Introduction

After investigation by the U.S. Tariff Commission and report to the President 1/ under section 7 (the escape-clause procedure) of the Trade Agreements Extension Act of 1951, as amended, the President, by Proclamation No. 3212, dated November 29, 1957 (3 CFR, 1954-1958 Comp., p. 137), modified the concession on safety pins granted in the General Agreement on Tariffs and Trade (GATT). The change in the U.S. customs treatment resulting from this action became effective after the close of business December 30, 1957.

Paragraph 1 of Executive Order 10401 of October 14, 1952 (3 CFR, 1949-1953 Comp., p. 901), requires the Tariff Commission to keep under review developments with regard to any product respecting which a trade-agreement concession has been withdrawn or modified pursuant to action taken under the escape-clause procedure, and to make periodic reports to the President concerning such developments. The first such report must be made not later than 2 years after the escape-clause action is taken, and subsequent reports are required at intervals of 1 year.

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1/ U.S. Tariff Commission, Safety Pins: Report to the President on Escape-Clause Investigation No. 53 . . . , 1957 (processed); and Safety Pins: Supplemental Report to the President on Escape-Clause Investigation No. 53 . . . , 1957 (processed).

If, in the judgment of the Tariff Commission, conditions of competition with respect to the trade in the imported articles and the like or directly competitive domestic products concerned have so changed as to warrant a formal investigation to determine whether the withdrawn or modified trade-agreement concession may be restored in whole or in part without resultant serious injury to the domestic industry, or upon request of the President, such a formal investigation must be instituted by the Commission under paragraph 2 of the order.

The first report on safety pins pursuant to paragraph 1 of the order was submitted to the President on December 31, 1959; this is the fourth such report. The Commission has made no report pursuant to paragraph 2.

This report is also made pursuant to section 351(d)(1) of the Trade Expansion Act of 1962 (Public Law 87-794, approved Oct. 11, 1962), which provides as follows:

So long as any increase in, or imposition of, any duty or other import restriction pursuant to this section or pursuant to section 7 of the Trade Agreements Extension Act of 1951 remains in effect, the Tariff Commission shall keep under review developments with respect to the industry concerned, and shall make annual reports to the President concerning such developments.

#### U.S. customs treatment

Safety pins are dutiable under paragraph 350 of the Tariff Act of 1930. The rate of duty originally provided in the act was 35 percent ad valorem. Pursuant to a concession granted in the General Agreement on Tariffs and Trade negotiated at Geneva in 1947, the duty on safety

pins was reduced to 22.5 percent ad valorem, effective April 21, 1948. This concession was modified by Presidential Proclamation No. 3212, after investigation by the U.S. Tariff Commission pursuant to section 7 of the Trade Agreements Extension Act of 1951, as amended. In accordance with the proclamation, the statutory rate of 35 percent was restored and it became effective after the close of business on December 30, 1957. Table 1 in the statistical appendix shows the 1930 rate of duty and all subsequent changes.

#### Description of articles

The safety pins covered by this report are made of base metal not plated with gold or silver and not commonly known as jewelry. Much the greater part of the U.S. production and probably all of the imports consist of all-metal safety pins. In recent years a comparatively small quantity of plastic-capped safety pins has been produced in the United States, all by companies other than those that make all-metal types. <sup>1/</sup> The information that follows, which pertains to all-metal safety pins only, is considered indicative of developments in the U.S. safety-pin industry generally.

#### Domestic industry

In 1962, safety pins were produced by five concerns, all of which were located in Connecticut. Four of the concerns are members of the Pin, Clip and Fastener Association; to avoid disclosing the operations of the nonmember manufacturer, most of the statistical data in this

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<sup>1/</sup> See 1957 supplemental report, table 2.

report, as in previous ones, relate only to the operations of the four concerns. However, full data were reported by all five concerns and are retained in the Commission files.

Production and sales.--In 1961 the four companies for which statistical data may be published produced 8.2 million gross of safety pins (table 2). This quantity was greater than that produced in 1960 (7.4 million gross), but substantially less than the average produced in 1956-59 (9.2 million gross). The four concerns sold 8.3 million gross of safety pins in 1961, compared with 7.8 million gross in 1960 and an annual average of 8.9 million gross in 1956-59. The corollary inventory figures show a gradual reduction of yearend stocks after a buildup to 3.6 million gross on December 31, 1959, to 3.2 million gross on December 31, 1961. The ratio of yearend stocks to annual sales has varied little from 40 percent for several years.

Production by the four concerns in January-June 1962 totaled 5.0 million gross, compared with 4.3 million gross in the corresponding months of 1961. Their sales in January-June 1962 totaled 4.5 million gross, compared with 4.2 million gross in January-June of 1961. Inventories on June 30, 1962, amounted to 3.7 million gross, compared with 3.4 million gross a year earlier.

Employment and wages.--The average number of production and related workers employed on all products in plants manufacturing safety pins



declined from 989 in 1956-59 to 911 in 1961, and increased to 988 in the first 6 months of 1962 (table 3). Total man-hours reported for these plants declined from an average of 2.1 million in 1956-59 to 1.9 million in 1961, and equaled an annual rate of 2.1 million in the first 6 months of 1962. The man-hours of employment afforded in producing safety pins declined from 21 percent of the total in 1956-59 to 17 percent both in 1961 and in January-June 1962.

Output per man-hour increased from an average of 20.9 gross of safety pins in 1956-59 to 24.6 gross in 1961 and to 28.4 gross in the first 6 months of 1962.

Average hourly earnings of production and related workers for labor on safety pins increased from \$2.28 in 1959 to \$2.34 in 1960 and 1961. In the first 6 months of 1962 the average hourly earnings were \$2.39. Total wage payments attributable to safety pins declined from \$972,570 in 1959 to \$832,316 in 1960 and to \$781,031 in 1961, but increased to a somewhat higher figure for the first 6 months of 1962 than for the comparable period of 1961.

Prices.--Safety pins made of steel or brass wire are sold in bulk or in retail packages (bunches, cards, transparent envelopes, and small transparent boxes). Those marketed in bulk comprise about two-thirds of the total sold and are usually sold in boxes of 5 or 10 gross, priced per gross. Packages for sale over the retail counter are usually

designed to sell at 15 to 29 cents; these are quoted to jobbers at a stated price per dozen (or gross) packages. The equivalent price per gross of bunched pins, which usually consist of assorted sizes, is ordinarily much higher than the unit price of pins in bulk, and the equivalent price per gross of pins on cards or in envelopes or small boxes is several times the unit price of the bulk pins. The assortments and packages for retail sales, however, are standardized, and domestic producers quote identical prices for comparable assortments or packages. A discount of 2 percent is allowed for payment of bills within 10 days from the end of the month. Freight on shipments of more than a stated minimum quantity or value (which varies somewhat between firms) is paid by the producing firms.

No price changes were announced by the domestic producers during most of 1961, but in the latter part of 1961 and in early 1962, four producers made changes, both upward and downward, in the prices of certain representative items. As indicated in table 4, no change was made in the price of hard steel bulk pins, size 1, closed, but the price of bulk brass pins, size 00 gilt, open, was reduced by 2 cents per gross. Slight adjustments were made in the unit prices of pins for retail sales, upward for pins in bunches and downward for pins on retail cards.

#### U.S. imports

On December 31, 1957, the duty on safety pins was increased by Presidential proclamation, from 22.5 percent to 35 percent ad valorem. Partly in anticipation of this increase in duty, imports for

consumption of safety pins in 1957 reached a record high of 6.0 million gross, exceeding by 1.1 million gross the previous peak reached in 1956 (table 5). Imports then declined sharply; they amounted to 3.0 million gross in 1958, but in the next 3 years, 1959-61, they averaged 3.9 million gross annually. In January-September 1962 they totaled 3.2 million gross (table 6), compared with 2.5 million gross in January-September 1961.

In the 5 years 1957-61, the United Kingdom supplied 52 to 60 percent of the safety pins imported annually, West Germany supplied 35 to 41 percent, and Czechoslovakia, most of the remainder. In the first 9 months of 1962, the United Kingdom and West Germany supplied almost identical quantities of imports (46 and 45 percent respectively), and, again, Czechoslovakia supplied the greater part of the remainder (table 7).

The average foreign value per gross of imported safety pins increased from 13.8 cents in 1961 to 14.5 cents in January-September 1962. The increase by country was as follows: United Kingdom, from 16.2 to 18.0 cents; West Germany, from 10.7 to 10.9 cents; Czechoslovakia, from 11.4 to 11.6 cents. The small imports from Japan in January-September 1962, which consisted largely of special types used as ornaments and accessories, had an average foreign value of \$1.71 per gross.

Apparent U.S. consumption 1/

Information on apparent consumption of safety pins in the United States (sales by U.S. producers plus imports for consumption less exports) is given in table 5 for the years 1948-61 and January-June 1962. Despite fluctuations from year to year, no conspicuous long-term rise or decline in consumption is evident. The use of safety pins has not increased in proportion with the population growth; on the contrary, the apparent annual consumption averaged 13.3 million gross in each of the 4-year periods 1952-55 and 1956-59, compared with 14.4 million gross in 1948-51. Consumption further declined to 12.1 million gross in 1960 and to 11.9 million gross in 1961, but recovered to the equivalent of 13.7 million gross annually in the first 6 months of 1962 (table 5).

Although the rate of duty has been only one of several factors that have affected the volume of U.S. imports of safety pins, the effect of duty changes is discernible in the changes in annual imports of that product. During the period of the late 1940's and early 1950's, U.S. imports of safety pins were affected, in part, by the reduction of the duty from 35 to 22.5 percent ad valorem, the recovery of foreign suppliers after World War II, and the Korean crisis. U.S. annual imports of safety pins increased to a peak of 6.0 million

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1/ As previously stated, in order that the operations of an individual manufacturer may not be disclosed, statistics on sales by domestic producers are given in this report only for the four companies that are members of the Pin, Clip and Fastener Association. If sales by all of the domestic producers were taken into account, apparent consumption would be somewhat greater and the ratio of imports to consumption somewhat less than is stated in this section.

gross in 1957, equivalent to 40 percent of U.S. apparent consumption in that year. After the duty was restored to the pre-agreement rate of 35 percent ad valorem on December 31, 1957, imports in 1958 totaled 3.0 million gross or 28 percent of apparent consumption. Anticipation of the duty increase resulted in increased imports in 1957 and lower imports in 1958. Imports of 3.7 million, 4.4 million, and 3.6 million gross pins in 1959, 1960, and 1961, were equivalent, respectively, to 28, 36, and 30 percent of apparent consumption; imports in each of those years were greater than the average annual imports of 2.8 million gross in 1952-55, which were equivalent to about 20 percent of consumption.

Statistical Appendix

Table 1.--Safety pins: Changes in U.S. rates of duty under the Tariff Act of 1930, 1930-62

Tariff Act of 1930				
Tariff paragraph and description	Statutory rate	Modifications		
		Rate	Authority	Effective date
Par. 350:				
Pins with solid heads, without ornamentation, including hair, safety, hat, bonnet, * * *; all the foregoing not plated with gold or silver, and not commonly known as jewelry:				
Safety pins-----	35% ad val.	30% ad val.	Trade agreement with Czechoslovakia.	Apr. 16, 1938.
		35% ad val.	Trade agreement with Czechoslovakia terminated.	Apr. 22, 1939.
		22.5% ad val. <sup>1/</sup>	General Agreement on Tariffs and Trade.	Apr. 21, 1948.
		35% ad val.	Presidential Proclamation No. 3212.	Dec. 31, 1957.

<sup>1/</sup> Beginning on Sept. 1, 1951, for products of certain Communist-dominated countries and on subsequent dates for others (Nov. 2, 1951, for Czechoslovakia), the reduced rate was suspended by the President pursuant to sec. 5 of the Trade Agreements Extension Act of 1951.

Table 2.--Safety pins: U.S. production, sales, and inventories at end of period, for 4 manufacturers, 1956-61, January-June 1961, and January-June 1962

Year or period	Production		Sales		Inventory at end of period		Ratio to sales
	Gross	Quantity	Value	Unit value	Quantity	Gross	
1956	9,605,621	8,972,594	\$2,758,763	\$0.31	2,668,069		29.7
1957	9,679,447	9,049,084	3,067,196	.34	3,299,169		36.5
1958	7,540,300	7,981,887	2,670,748	.33	3,003,920		37.6
1959	10,077,106	9,508,056	3,036,793	.32	3,573,371		37.6
1960	7,402,968	7,775,866	2,861,676	.37	3,200,866		41.2
1961	8,216,394	8,260,985	2,924,642	.35	3,156,275		38.2
January-June 1961	4,308,109	4,150,871	1,456,026	.35	3,358,551		1/ 40.5
1962	4,979,880	4,460,925	1,540,320	.35	3,675,230		1/ 41.2

1/ At the annual rate of sales in January-June.

Source: Compiled from data submitted to the U.S. Tariff Commission by the producers.



Table 3.--Employment and wages in 4 U.S. plants manufacturing safety pins, 1956-61,  
January-June 1961, and January-June 1962

Year or period	Total employment, all products	Production and related workers							
		Average number, all products	Total man-hours		Total wages paid		Hourly earnings		
			All products	Safety pins	All products	Safety pins	All products	Safety pins	
1956-----	1,214	949	1,984,505	461,850	\$4,008,800	\$927,544	\$2.02	\$2.01	
1957-----	1,317	1,033	2,166,817	466,087	4,536,117	983,667	2.09	2.11	
1958-----	1,277	998	1,955,848	406,957	4,282,177	899,128	2.19	2.21	
1959-----	1,243	976	2,144,941	426,852	4,861,466	972,570	2.27	2.28	
1960-----	1,179	921	1,889,979	355,898	4,405,937	832,316	2.33	2.34	
1961-----	1,170	911	1,908,878	334,037	4,490,595	781,031	2.35	2.34	
January-June-- 1961-----	1,152	893	921,312	172,099	2,123,173	397,152	2.30	2.31	
1962-----	1,247	988	1,051,033	175,588	2,517,137	420,014	2.39	2.39	

Source: Compiled from data submitted to the U.S. Tariff Commission by the producers.

Table 4.--Safety pins: Net prices to wholesalers quoted by  
4 U.S. producers, specified periods, 1956-62

Item	March 1956	October 1959	October 1960	October 1962
Pins in bulk (price per gross pins):				
Hard steel, size 1, closed-----	\$0.16	\$0.19	\$0.19	\$0.19
Brass, size 00 gilt, open-----	\$0.20	\$0.22	\$0.22	\$0.20
Pins in retail bunches:				
Hard steel:				
Small bunch:				
Number of pins per bunch---	17	28	25	25
Price per gross bunches----	\$6.86	\$9.53	\$9.53	\$9.72
Price per gross pins-----	\$0.404	\$0.340	\$0.381	\$0.389
Large bunch:				
Number of pins per bunch---	72	72	60	60
Price per gross bunches----	\$18.42	\$18.46	\$18.46	\$18.84
Price per gross pins-----	\$0.256	\$0.256	\$0.308	\$0.314
Brass:				
Small bunch:				
Number of pins per bunch---	22	33	30	30
Price per gross bunches----	\$6.86	\$9.53	\$9.53	\$9.72
Price per gross pins-----	\$0.312	\$0.289	\$0.318	\$0.324
Large bunch:				
Number of pins per bunch---	72	72	66	66
Price per gross bunches----	\$18.42	\$18.46	\$18.46	\$18.84
Price per gross pins-----	\$0.256	\$0.256	\$0.280	\$0.285
Pins on retail cards: Brass,				
size 2:				
Number of pins per card-----	7	8	8	9
Price per gross cards-----	\$6.72	\$9.53	\$9.53	\$9.72
Price per gross pins-----	\$0.960	\$1.191	\$1.191	\$1.080

Source: Compiled from producers' pricelists.

Table 5.---Safety pins: Sales by 4 U.S. manufacturers, U.S. imports for consumption, and apparent U.S. consumption, 1948-61, January-June 1961, and January-June 1962

Year or period	Sales by U.S. producers			Imports for consumption	Apparent U.S. consumption 1/	Ratio of imports to apparent consumption 2/
	Total	Domestic	Export			
	<u>Gross</u>	<u>Gross</u>	<u>Gross</u>	<u>Gross</u>	<u>Gross</u>	<u>Percent</u>
1948-----	14,359,554	13,721,427	638,127	315,964	14,037,391	2.2
1949-----	10,281,663	10,013,189	268,474	782,983	10,796,172	7.3
1950-----	14,981,378	14,851,343	130,035	2,216,954	17,068,297	13.0
1951-----	12,769,581	12,547,228	222,353	3,254,393	15,801,621	20.6
1952-----	9,553,327	9,453,935	99,392	1,224,041	10,677,976	11.5
1953-----	11,381,888	11,344,561	37,327	2,726,684	14,071,245	19.4
1954-----	9,773,473	3/ 9,741,103	3/ 32,370	2,798,267	12,539,370	22.3
1955-----	11,244,245	3/ 11,228,092	3/ 16,153	4,660,214	15,888,306	29.3
1956-----	8,972,594	8,958,456	14,138	4,869,938	13,828,394	35.2
1957-----	9,049,084	9,033,199	15,885	6,001,231	15,034,430	39.9
1958-----	7,981,887	7,970,369	11,518	3,048,284	11,018,653	27.7
1959-----	9,508,056	9,490,853	17,203	3,705,827	13,196,680	28.1
1960-----	7,775,866	7,754,570	21,296	4/ 4,394,428	12,148,998	36.2
1961-----	8,260,985	8,254,358	6,627	4/ 3,608,379	11,862,737	30.4
January-June--						
1961-----	4,150,871	4,146,127	4,744	4/ 1,501,145	5,647,272	26.6
1962-----	4,460,925	4,455,379	5,546	4/ 2,411,088	6,866,467	35.1

<sup>1/</sup> Total sales by the producers plus imports less exports.

<sup>2/</sup> The ratio would be somewhat lower if it were based on total sales by the U.S. industry, but, as explained in the report, in order that individual operations may not be disclosed, statistics are given only for the manufacturers that report their sales to the Pin, Clip and Fastener Association.

<sup>3/</sup> Partly estimated.

<sup>4/</sup> Preliminary.

Source: Compiled from data submitted to the U.S. Tariff Commission by the producers and from official statistics of the U.S. Department of Commerce.

Table 6.--Safety pins: U.S. imports for consumption, by months, 1957-61 and January-September 1962

Month	1957	1958	1959	1960 <u>1/</u>	1961 <u>1/</u>	Jan.-Sept. 1962 <u>1/</u>
Quantity (gross)						
January-----	403,930	81,215	202,797	208,119	342,391	287,310
February-----	371,916	201,933	277,787	179,786	164,750	367,574
March-----	713,008	65,758	385,831	349,232	285,567	277,384
April-----	457,621	306,749	267,859	337,772	157,674	305,978
May-----	291,229	137,104	444,254	367,887	214,130	406,690
June-----	448,215	143,493	246,040	500,648	336,633	766,152
July-----	342,815	237,412	364,385	314,548	382,984	331,046
August-----	246,948	271,001	233,464	659,431	342,655	271,487
September---	288,792	548,359	265,411	229,832	322,730	178,123
October-----	536,921	213,272	246,994	228,961	550,132	<u>2/</u>
November-----	555,451	599,887	403,959	584,204	239,247	<u>2/</u>
December-----	1,344,385	242,101	367,046	434,008	269,486	<u>2/</u>
Total---	6,001,231	3,048,284	3,705,827	4,394,428	3,608,379	3,191,744
Foreign value						
January-----	\$48,793	\$10,059	\$31,766	\$30,128	\$44,708	\$51,974
February-----	53,174	29,556	45,182	30,669	24,224	64,801
March-----	87,373	9,867	55,758	41,188	40,411	37,693
April-----	67,566	47,810	41,826	46,147	23,993	37,083
May-----	43,710	17,045	46,963	38,805	24,563	56,562
June-----	70,472	22,763	35,460	63,613	46,835	84,728
July-----	43,776	31,288	61,949	44,173	58,510	47,660
August-----	32,364	41,485	36,312	49,819	42,167	34,090
September---	56,084	53,053	49,243	45,947	49,355	47,345
October-----	67,394	33,190	39,835	30,082	67,053	<u>2/</u>
November-----	74,095	82,032	51,085	63,064	41,644	<u>2/</u>
December-----	181,776	40,671	63,222	59,842	34,867	<u>2/</u>
Total---	826,577	418,819	558,601	543,477	498,330	461,936

1/ Preliminary.

2/ Not available.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 7.---Safety pins: U.S. imports for consumption, by specified sources,  
1957-61, and January-September 1962

Country	1957	1958	1959	1960 1/	1961 1/	Jan.-Sept. 1962 1/
	Quantity (gross)					
United Kingdom-----	3,428,497	1,824,392	2,237,796	2,277,375	1,959,008	1,454,083
West Germany-----	2,459,479	1,158,520	1,281,641	1,661,747	1,337,403	1,450,984
Japan-----	22,130	4,500	4,794	9,567	5,615	3,794
Czechoslovakia-----	12,325	49,011	139,775	433,612	273,906	264,000
Netherlands-----	78,800	11,500	37,850	-	32,100	16,709
All other-----	-	361	3,971	12,127	347	2,174
Total	6,001,231	3,048,284	3,705,827	4,394,428	3,608,379	3,191,744
	Foreign value					
United Kingdom-----	\$509,554	\$274,784	\$374,419	\$319,233	\$316,524	\$261,028
West Germany-----	299,894	132,692	149,374	162,687	143,105	157,920
Japan-----	5,543	2,608	2,200	4,063	1,786	6,496
Czechoslovakia-----	4,622	5,121	20,538	54,423	31,167	30,530
Netherlands-----	6,964	2,778	9,823	-	4,898	3,961
All other-----	-	836	2,247	3,071	850	2,001
Total	826,577	418,819	558,601	543,477	498,330	461,936
	Unit value (cents per gross)					
United Kingdom-----	14.9	15.1	16.7	14.0	16.2	18.0
West Germany-----	12.2	11.5	11.7	9.8	10.7	10.9
Japan-----	25.0	58.0	45.9	42.5	31.8	171.2
Czechoslovakia-----	37.5	10.4	14.7	12.6	11.4	11.6
Netherlands-----	8.8	24.2	26.0	-	15.3	23.7
All other-----	-	231.6	56.6	25.3	245.0	92.0
Average-----	13.8	13.7	15.1	12.4	13.8	14.5
1/ Preliminary.						

Source: Compiled from official statistics of the U.S. Department of Commerce.